

GUIDE TO

**Corporate
Giving
3**

Edited by Robert A. Porter



AMERICAN COUNCIL FOR THE ARTS
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R.A.P.

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FOREWORD

I am pleased to introduce this latest edition of the *Guide to Corporate Giving*. I am a strong believer in corporate philanthropy and have found it to be an enriching and fulfilling part of my professional life. Moreover, I have been impressed by the depth and breadth of corporate giving, evidenced so clearly in this book.

The attention paid to corporate giving in recent years indicates the extent to which the corporate community is recognized as a visible and important partner in philanthropy.

Most progressive corporations, large and small, now accept the concept that a portion of pre-tax income should be invested thoughtfully in not-for-profit activities. An increasing number of companies are also making significant "in-kind" contributions in lieu of cash. Unfortunately, those companies with a systematic contributions program comprise only one-third of corporate America. If corporate philanthropy is to continue to grow, the implicit challenge we face is how to broaden the base of support.

With the publication of the *Guide to Corporate Giving* 3, the American Council for the Arts has reaffirmed its commitment to help promote and foster the partnership between business and the arts. The contributions programs of 711 leading American corporations are profiled in this new edition, nearly double the 359 companies which appeared in the inaugural edition some five years ago.

In all, these corporations made cash contributions totalling some \$1 billion in the most recent year reported, representing more than one-third of the \$2.9 billion in giving by all corporations reported by the Conference Board from its 1981 survey. These companies, indeed, have set a benchmark against which other corporations can measure their commitment to giving.

The information presented in this book is intended to provide specific information about the contributions policies and priorities of individual corporations. This often hard-to-find information will help arts groups and other nonprofit organizations to direct their contributions requests specifically to companies which have an interest in their programs. Effectively targeting contributions requests can enable nonprofit organizations and corporations to develop more productive and profitable relationships.

At the suggestion of both companies and nonprofit organizations, we have expanded the scope of our basic information in *Guide* 3 to include the entire contributions spectrum. This expansion should make the book an improved resource for *all* nonprofit groups as well as give readers an even better indication of the priorities of corporate philanthropy.

An important aspect of the *Guide* is that the information has been provided by the companies themselves. Each participating company decided that it *wanted* to be included. This spirit of cooperation is commendable; each corporation can and should be proud of the vital contribution it makes to the well-being of its community and to the country as a whole. It is my sincere hope that arts groups and other nonprofit organizations will use the *Guide* in the same spirit, carefully studying the information to select prospective donors rather than soliciting firms simply because they are listed.

In publishing this new edition, the American Council for the Arts (ACA) continues its work to promote and strengthen the arts. With prudent use, we are confident this new *Guide to Corporate Giving* can benefit both the applicant and the contributor, and help to promote mutually profitable relationships between business and the nonprofit sector.

MARSHALL S. COGAN
Chairman
American Council for the Arts
Co-Chairman
General Felt Industries/Knoll International

INTRODUCTION

The listings in this third edition of *Guide to Corporate Giving* provide an interesting profile of business philanthropy in the United States. The information from more than 700 companies in a variety of industries located across the country, while not drawn from a statistically representative sampling, provides important insights concerning the contributions policies and practices of American business.

THE CONTRIBUTIONS BUDGET

The overall statistics provided by the companies listed in the Guide are impressive: The total philanthropic effort of the nearly 600 companies which provided an overall contributions budget figure exceeded \$838 million with an average budget size of \$1.4 million. The level of giving varied widely among companies, however, ranging from a low of \$200 to a high of \$45,117,000. When contributions

are analyzed by company size and type of business, the wide variation in corporate giving patterns is apparent, as demonstrated in Figures 1-6.

Breakdown by Category. The allocation of funds among various contributions categories is shown in Figure 7. These figures were derived by taking the average of the percentage of giving allocated to each area by the businesses which gave information for the category in question. The data are generally in line with those supplied in the *1980 Annual Survey of Corporate Contributions* by the Conference Board, which reported that in 1980, companies gave 34.0% to Health and Welfare, 37.8% to Education, 11.3% to Culture and Art, 10.9% to Civic, and 5.8% to Other. Variances stem from differences in not only the base companies responding but also in the years for which information was given (for the *Guide*, most companies gave 1981 or 1982 information, although some provided information for 1980).

FIGURE 1: Analysis of Total Contributions by Company Size and Type of Business

Type of Business and Fortune Ranking	No. Cos.	Contributions (\$000)	
		Total	Avg.
Manufacturing			
Top 100	54	397,909	7,369
Ranked 101-200	55	124,179	2,258
Ranked 201-300	39	48,445	1,242
Ranked 301-400	28	13,507	482
Ranked 401-500	24	9,092	379
Ranked 501-1000	70	15,596	223
Banking (top 50)	33	56,454	1,711
Diversified Financial (top 50)	19	27,444	1,444
Diversified Services (top 50)	5	2,853	571
Life Insurance (top 50)	26	37,334	1,436
Retailing (top 50)	8	22,558	2,820
Transportation (top 50)	9	10,300	1,144
Utilities (top 50)	21	24,784	1,180
Others	198	47,635	241
All Companies	589	838,089	1,423

FIGURE 2: Analysis of Arts & Culture Contributions by Company Size and Type of Business

Type of Business and Fortune Ranking	No. Cos.	Contributions (\$000)	
		Total	Avg.
Manufacturing			
Top 100	54	55,849	1,034
Ranked 101-200	50	10,461	209
Ranked 201-300	35	6,524	186
Ranked 301-400	28	1,313	49
Ranked 401-500	20	1,124	56
Ranked 501-1000	65	1,846	28
Banking (top 50)	33	7,756	235
Diversified Financial (top 50)	20	3,738	187
Diversified Services (top 50)	5	502	100
Life Insurance (top 50)	25	3,156	126
Retailing (top 50)	7	4,499	643
Transportation (top 50)	9	1,860	207
Utilities (top 50)	19	2,875	151
Others	183	9,193	50
All Companies	551	110,694	201

FIGURE 3: Analysis of Health & Welfare Contributions by Company Size and Type of Business

Type of Business and Fortune Ranking	No. Cos.	Contributions (\$000)	
		Total	Avg.
Manufacturing			
Top 100	48	85,864	1,789
Ranked 101-200	44	26,491	602
Ranked 201-300	30	9,092	303
Ranked 301-400	21	3,269	156
Ranked 401-500	14	2,389	171
Ranked 501-1000	40	1,692	42
Banking (top 50)	31	14,178	457
Diversified Financial (top 50)	16	8,877	555
Diversified Services (top 50)	3	543	181
Life Insurance (top 50)	20	7,874	394
Retailing (top 50)	4	8,927	2,232
Transportation (top 50)	9	2,614	291
Utilities (top 50)	19	9,381	494
Others	153	32,242	211
All Companies	451	213,433	473

FIGURE 4: Analysis of Education Contributions by Company Size and Type of Business

Type of Business and Fortune Ranking	No. Cos.	Contributions (\$000)	
		Total	Avg.
Manufacturing			
Top 100	47	163,594	3,481
Ranked 101-200	43	44,450	1,035
Ranked 201-300	30	12,590	420
Ranked 301-400	21	4,422	211
Ranked 401-500	14	2,150	154
Ranked 501-1000	41	2,675	65
Banking (top 50)	31	12,287	396
Diversified Financial (top 50)	16	6,872	430
Diversified Services (top 50)	3	280	93
Life Insurance (top 50)	20	6,742	337
Retailing (top 50)	4	2,288	572
Transportation (top 50)	9	2,540	282
Utilities (top 50)	19	7,894	416
Others	156	16,672	107
All Companies	454	285,507	629

Analysis by Category. There was a wide range of giving levels among the companies participating in the *Guide* for both total contributions and for each of the giving categories. Figure 8 illustrates the percentage of companies which made contributions in each giving range.

Largest Gifts by Category. The range of largest gifts made by corporations in each giving category (Figure 9) indicates that the majority of largest gifts are less

FIGURE 5: Analysis of Civic Contributions by Company Size and Type of Business

Type of Business and Fortune Ranking	No. Cos.	Contributions (\$000)	
		Total	Avg.
Manufacturing			
Top 100	47	41,483	883
Ranked 101-200	41	7,898	193
Ranked 201-300	29	2,391	83
Ranked 301-400	21	1,303	62
Ranked 401-500	13	655	50
Ranked 501-1000	38	1,665	44
Banking (top 50)	31	6,732	217
Diversified Financial (top 50)	16	4,847	302
Diversified Services (top 50)	3	269	90
Life Insurance (top 50)	20	5,227	261
Retailing (top 50)	4	1,937	484
Transportation (top 50)	9	902	100
Utilities (top 50)	19	2,305	121
Others	163	12,545	77
All Companies	444	90,160	203

FIGURE 6: Analysis of Other Contributions by Company Size and Type of Business

Type of Business and Fortune Ranking	No. Cos.	Contributions (\$000)	
		Total	Avg.
Manufacturing			
Top 100	40	36,574	914
Ranked 101-200	41	8,450	206
Ranked 201-300	28	2,707	97
Ranked 301-400	19	814	43
Ranked 401-500	14	422	30
Ranked 501-1000	36	1,309	36
Banking (top 50)	31	7,090	229
Diversified Financial (top 50)	15	2,519	168
Diversified Services (top 50)	3	100	33
Life Insurance (top 50)	20	2,545	127
Retailing (top 50)	4	3,358	839
Transportation (top 50)	9	1,157	129
Utilities (top 50)	18	1,055	59
Others	150	2,883	19
All Companies	428	70,980	166

than \$25,000—65 percent for arts & culture, 53 percent for education, 72 percent for civic, and 76 percent for other. The relative size of the largest gift is markedly higher for health & welfare (46 percent are \$50,000 or more), reflecting substantial giving by many companies to united ways.

Geographic Areas. By far the most prevalent geographic area encompassed by contributions programs is the headquarters or home office area,

FIGURE 7: Allocation of Contributions by Category of Giving

Category of Giving	No. Companies	Avg. % of Total Budget
Health & Welfare	451	32.6
Education	454	29.7
Civic	444	14.5
Arts & Culture	553	13.4
Other	428	10.2

cited by 93.3 percent of the responding companies. Company operating (sales, plants and subsidiary) locations were singled out for giving by 60.2 percent of the companies, while 40.7 percent give nationally, and 13.8 percent listed other territories.

The average allocation of contributions to the company's home office area was 59.8 percent for the companies which provided data. Operating locations receive an average 17.6 percent, contributions awarded nationally get 7.7 percent, and 14.5 percent goes to "other" areas. The frequency distribution of

the proportion of contributions allocated to the home office area (Figure 10), indicates the ranges of these ratios by showing the variation for the home office area. Nearly two-thirds (65.9 percent) of these companies gave one-half or more of their budget to charitable causes located within the geographic area of their home office.

THE OVERALL CONTRIBUTIONS PROCESS

The corporate contributions process is outlined by the information obtained from the *Guide* survey about application requirements, processing time, and decision making. More than two hundred companies (33 percent of the total) stated that written guidelines were available on request, compared to 137 (27 percent) who responded positively to the same question in the previous edition of the *Guide* (*Guide to Corporate Giving 2*, published in 1981). Only 18 percent of the companies listed issue an annual report on contributions.

Timing of Requests. The third quarter of the calendar

FIGURE 8: Analysis of the Range of Contributions by Category of Giving

Contributions Range (\$000)	Total (% cos.)	Arts & Culture (% cos.)	Health & Welfare (% cos.)	Education (% cos.)	Civic (% cos.)	Other (% cos.)
0	—	3.7	3.5	1.7	7.3	20.1
1—25	4.8	33.5	17.0	22.0	34.9	34.3
25—50	5.2	12.6	8.9	10.6	13.9	14.2
50—100	10.8	14.2	10.7	12.5	12.8	9.2
100—250	17.0	16.8	21.5	17.5	14.8	8.5
250—500	17.2	9.6	13.5	11.0	7.7	6.6
500—1,000	14.5	5.3	13.3	11.9	5.5	3.0
1,000—2,500	15.3	2.8	8.8	8.0	2.0	2.7
2,500—5,000	8.5	1.1	2.8	2.2	1.1	0.9
5,000+	6.7	0.4	0.7	2.4	—	0.2
Total	100.0	100.0	100.0	100.0	100.0	100.0
Base of companies	(600)	(564)	(460)	(463)	(453)	(437)

FIGURE 9: Range of Largest Gifts by Category of Giving

Gift Size Range (\$000)	Arts & Culture (% cos.)	Health & Welfare (% cos.)	Education (% cos.)	Civic (% cos.)	Other (% cos.)
0—1	2.9	2.9	2.9	4.1	10.3
1—10	38.9	15.6	28.5	38.5	52.6
10—25	22.9	17.1	21.8	29.3	13.4
25—50	13.8	18.3	16.9	12.9	9.3
50—100	9.0	16.5	13.1	7.6	5.2
100—500	10.6	23.6	14.8	7.6	6.2
500+	1.8	5.9	2.0	—	3.1
Total	100.0	100.0	100.0	100.0	100.0
Base of companies	(442)	(339)	(344)	(317)	(97)

FIGURE 10: Proportion of Contributions Allocated to Home Office Area

% Budget Allocated	Companies	
	No.	%
0	82	18.3
1-25	31	6.9
25-50	40	8.9
50-75	60	13.4
75-100	154	34.4
100	81	18.1
Total	448	100.0

FIGURE 11: Deadlines and Best Times to Apply for Contributions

Calendar Quarter	Companies	
	No.	%
1	72	24.0
2	40	13.3
3	105	35.0
4	83	27.7
Total	300	100.0

FIGURE 12: Length of Time to Process Contributions Requests

Length of Time	Companies	
	No.	%
1 month	175	31.1
2 months	214	38.3
3 months	133	23.7
4 months	24	4.3
5+ months	16	2.8
Total	562	100.0

FIGURE 13: Application Requirements for Contributions

Item Required	Companies	
	No.	%
Written narrative	528	96.5
Complete budget	368	67.2
IRS letter	354	64.7
Board list	305	55.7
Audited statement	127	50.4
Contributions list	266	48.6
Application form	276	23.2
Base of companies	(547)	

year is generally the best time—on average—to apply for contributions. A summary of the responses by 300 companies which had a deadline or best time to apply is shown in figure 11. Other companies either did not specify a particular time or had recurring deadlines (e.g., quarterly).

Processing time. The average length of time it takes to process a request is 7.4 weeks compared to the 7.6 weeks obtained from the *Guide 2* survey. This, too, varies widely among companies (Figure 12).

Application Requirements. Materials required in submitting funding requests vary from company to company. However, as Figure 13 indicates, certain items are fairly standard.

Non-Home Office Decisions. According to the survey, contributions decisions in areas outside the home office location are made without home office involvement by only 14 percent of the companies. 84 percent of the time, the home office either helps to make the decision (48 percent) or makes it alone (36 percent).

GIVING TO THE ARTS

The specific and detailed information about giving to the arts in *Guide 3* provides not only a current overview of business giving to the arts, but an opportunity to compare the data with the results of the previous survey, *Guide to Corporate Giving 2*. Any conclusions drawn from comparisons of the two surveys should be done cautiously, since the number and variety of companies contained in each survey are different.

Contributions. Five hundred fifty-three companies reported contributions to the arts of more than \$110 million (compared to \$62 million for 443 companies in *Guide 2*). The average amount per company increased from \$140,000 for *Guide 2* to approximately \$200,000 for this edition, with an average of some 41 arts contributions.

Percentage of Budget. On average, over 13 percent of the corporate contributions budget is allocated to the arts. This ranged, however, from just over 0.1 percent to a high of nearly 90 percent. The frequency distribution in Figure 14 shows how this ratio differed among companies for both surveys. As can be seen, the proportion of companies which allocated 10 percent or more of their contributions budget to the arts increased from 41 percent in the *Guide 2* base to 48 percent for *Guide 3*. Furthermore, the proportion of companies giving 50 percent or more of their budget nearly doubled between the two surveys.

Kinds of Arts Activities Supported. Nearly one-quarter (24.5 percent) of the companies responding indicated that they consider supporting any type of arts activity. Overall, a majority of the companies consider support for each of the arts activities except literature, film/video, and national organizations (Figure 15).

FIGURE 14: Percentage of Contributions Budget Allocated to the Arts

% of Budget	% of Companies	
	Guide 2	Guide 3
0-5	25.7	21.1
5-10	33.2	30.6
10-15	17.8	18.1
15-20	9.3	13.2
20-25	5.6	6.7
25-50	7.0	7.9
50+	1.4	2.5
Base of companies	(428)	(569)

FIGURE 15: Kinds of Arts Organizations/Activities Supported

Kind of Arts Organization/Activity	Companies ^a	
	No.	%
Arts centers	428	64.1
Arts councils/united arts funds	482	72.2
Community arts groups	583	87.3
Dance	412 ^b	61.7
Film/video	244	36.5
Literature	218	32.6
Museums	613	91.8
National organizations	286	42.8
Opera	463 ^b	69.3
Public TV/radio	512	76.6
Symphony/chamber orchestra	500 ^b	74.9
Theater	455 ^b	68.1
Visual arts/crafts	388	58.1
Base of companies	(668)	

^a Includes companies which responded *All Types*.

^b Does not include 124 companies (18%) which indicated they support *Performing Arts* but did not specify any particular performing arts disciplines.

Types of support. An overwhelming majority of companies provide general operating support to arts groups, while very few give commissions to artists (Figure 16).

Indirect Support. In addition to assistance provided through contributions budgets, 80 percent of the 369 companies which responded to the question, provided advertising and promotion support and 75 percent provided in-kind services and technical assistance.

Evaluation Criteria. Companies were given a list of fourteen criteria (plus a space to write in "other") and asked to indicate the importance of each in the

FIGURE 16: Types of Support Given

Type of Support	Companies	
	No.	%
General operating expenses	549	87.3
Special projects	476	75.7
Capital projects	452	71.9
Employee matching gifts	181	28.8
Corporate art purchases	124	19.7
Commissions to artists	43	6.8
Base of companies	(629)	

evaluation of requests for arts contributions. A one to five scale was used, with one the most important and five the least. Figure 17 summarizes the overall rating of these criteria according to the number of times each received a priority rating of one or two. Although in general, there was not a dramatic shift in relative priorities between the two surveys, there were comparatively large changes in several specific areas. The percentage of companies which rated *management capability* a top evaluation criteria increased more than eight points, while both the *application quality* and *audience size* increased by nearly 6 percentage points. In contrast, the proportion of companies which rate *artistic merit* a top consideration declined by nearly 6 percentage points.

FIGURE 17: Evaluation Criteria Rated One or Two

Criteria	% of Companies		+ (-)
	Guide 2	Guide 3	
Geographic location	86.7	89.7	3.0
Impact on local community	87.6	89.2	1.6
Management capability	67.5	75.8	8.3
Employee involvement	54.9	55.0	0.1
Artistic merit	59.6	53.9	(5.7)
Quality of application	43.3	48.9	5.6
Board of directors	38.5	40.9	2.4
Size of audience	34.1	40.0	5.9
Support by other firms	27.5	26.0	(1.5)
Coordination with similar groups	23.4	26.0	2.6
Publicity value	14.9	19.3	4.4
Matching grants	12.4	15.7	3.3
Support by foundations/gov't	15.6	15.5	(0.1)
Gifts from individuals	8.1	10.0	1.9
Base of companies	(483)	(657)	

W. GRANT BROWNRIGG

I

HOW TO USE THE GUIDE

A SAMPLE CASE STUDY

The detailed information contained in this book is intended to be of value to managers of both nonprofit organizations and corporations. Readers of the *Guide* can gain a thorough and accurate profile of a particular company's contributions program by carefully studying each item of information both separately and collectively.

The companies included in this book have made their guidelines and interests known in an effort to clarify the corporate contributions process. In the same spirit, prospective applicants for corporate contributions should make every effort to use this information to determine which corporations have a demonstrated interest in their organization or activity, the type of support they are seeking, and the geographic area in which they are based. Sending contributions requests to corporations simply because they are listed in the *Guide* is both a waste of time for the applicant and an unnecessary burden for the company solicited.

On pages xx-xxii, a sample entry and response for a hypothetical company, Service Industries, Inc., has been devised to illustrate the usage of the information contained in this book.

Following the proper name and address of Service Industries, Inc., the listing shows that the company has a corporate foundation (1). Such foundations are set up for a variety of reasons, the most common being a desire to even out the peaks and valleys in contributions resulting from swings in corporate profits, and a desire to increase the company's flexibility in the type and amount of contributions it makes. Generally, most gifts will be made by the foundation, although some contributions may be made by the corporation itself, depending on the company's policy and the request made. Item (2) shows that the appropriate contact for Service Industries, Inc. is the head of the foundation. Contact should not be made with the foundation until as full a view as possible of Service Industries' policies has been obtained from the

listing and other available sources. Only in rare circumstances should the contributions officer be telephoned.

The financial profile (3) indicates a total contributions budget for Service Industries of \$4.5 million in 1982, a figure which places it among the top 15 percent of companies contained in the *Guide*. An indication of the company's relative contributions priorities can be determined by examining the ratio of each giving category to the total budget. For Service Industries, *education* receives 39 percent of its total contributions, *civic* 22 percent, *health & welfare* 19 percent, *arts & culture* 15 percent, and *other* giving 5 percent. An idea of the size of gifts made is also given: its largest gifts in 1982 ranged from \$25,000 for *other* giving to \$225,000 for *health & welfare*, with the average gift size varying from a low of \$3,900 for *other* giving to a high of \$9,600 for *civic*. Considered collectively, these figures suggest a range with which to gauge requests.

The ratio of the number of gifts made to the number of requests received indicates the company's workload and the statistical chances of success—in this case, roughly one out of ten applications are funded in each giving category. The Scope of Information (4) shows that Service Industries' listing provides giving information for both the corporation and the foundation combined.

Service Industries gives most of its money in the area surrounding its headquarters town in Illinois (5). It does, however, give 25 percent of its total contributions budget to areas in which its plants are located. The decisions for these contributions are made jointly by the plant staff and the headquarters contributions personnel (6). The concentration of support in the headquarters location is common among corporations; it also shows that the probability of being funded is theoretically much less if the project is in an outlying area, although this may not be the case if there are few arts activities and requests in that area.

To find the company's specific geographic areas of interest, the corporation's annual report can be consulted for plant locations and the foundation's annual contributions report for an indication of geographic interest. If there is some ambiguity in these documents, a list of such areas may be obtained by writing to the contributions staff.

Service Industries issues an annual report on its contributions (7); it is the best source of specific information about the company's giving patterns. Usually, all grants are listed by category (arts, health, etc.), specifying name, amount given, and often a brief sketch of the project funded.

Although Service Industries does not have a specific deadline for applications (8), it has indicated that the best time to apply is in the fall. Deadlines or indications of best times to apply often refer to the internal workings of the company's budget cycle, and may indicate periods when the bulk of the budget is allocated. They may also be periods immediately preceding meetings of the company's corporate contributions committee (if it has one) and board of directors (if it has to approve all gifts). In the case of other listings in this book, where no deadline or best time to apply is listed, it means that applications are reviewed on a regular basis throughout the year.

The procedures to be followed in making an application are given in (9). Service Industries requires a written narrative, which may be a letter or a narrative with cover letter, describing the project or organization to be funded. They do not have a specific application form, but they do require several other pieces of information: a complete budget, which should allow for comparability with the previous year's budget; the letter from the Internal Revenue Service stating that the applicant is exempt from taxes under section 501(c)(3) of the Internal Revenue Code; a list of board members, whose occupations or affiliations should be identified; a list of contributors; and an audited statement (in some instances, an unaudited statement done by a professional accountant may be acceptable). Other information can be provided, but the whole package should be kept at a minimum size. If no requirements had been given, generally the best procedure to use would be to submit a package of materials similar to those described above for Service Industries.¹

As shown in (10), the whole process may take three months from date of application to date of notifica-

tion. This is not an abnormal length of time in corporate fundraising, given the volume of applications and relatively infrequent contributions committee and board meetings. In some instances, small requests may be processed sooner since they may be authorized by the contributions staff without going through the committee process. Such authorizing limits and review procedures vary from company to company. All in all, corporate fundraising needs to be done on a planned basis with long lead times allowed.

For cultural organizations, the special *ARTS SUPPORT* section provides additional, detailed information specifically on the company's giving to the arts.

While Service Industries has contributed to many kinds of arts activities and organizations (11), it has not supported literature or film/video projects in the past — an indication that it will probably not do so in the future and that an application in these areas is probably a fruitless exercise for the applicant and an unnecessary task for Service Industries. The illustrations shown in item (12) are concrete examples of the company's contributions program and help to clarify further a company's interests.

Service Industries provides all general types of support (13) except commissions to artists (usually referring to paintings or sculpture commissioned by the company for placement on its premises) and corporate art purchases of paintings, crafts, or sculpture for display in its facilities. The company will, however, provide funds for general operations, special projects, and capital fund drives. It also has an employee matching gifts program, which usually means that the company will give to an arts organization an amount equal to or greater than what a employee or employees give to that organization. Prevalent with respect to educational institutions, this concept is an increasingly popular method of arts support as well.

In section (14), Service Industries has checked off the relative emphasis it places on a set of fourteen criteria provided by ACA. While not intended to be used as a rigid scale, it does provide a general indication of a company's preferences and concerns. In the case of Service Industries, geographic location, community impact, and management capability are the most important criteria. The amount of gifts from individuals is the least important of the criteria listed. This does not mean it is unimportant, just less important than the other criteria. A project meeting all the criteria rated as 1 is more likely to be funded than the one that does not.

Service Industries provides support to the arts in ways other than direct contributions (15). It supports

¹For details on how to write the letter and package the fundraising materials, see ACA's *Effective Corporate Fundraising*.

arts projects through its advertising and public relations budget and has done so in the amount of \$60,000. In contrast to contributions, which are made primarily for the good of the community or the overall benefit of the organization's activities, advertising support is given primarily as a means to help improve the corporation's image, hence its inclusion under advertising rather than contributions. By sponsoring attractive projects that have an impact on a large number of people, Service Industries hopes to achieve high visibility and to enhance its image by being associated with such a high-quality activity. Such projects are often funded through a company's advertising budget, which is usually considered and administered quite separately from the contributions budget. A letter should be sent to the Vice President of Marketing or Advertising (whose name can be obtained by calling the company's switchboard) containing an outline of the project, how the company might benefit from the project, and a project budget.

Service Industries also provides nonfinancial or in-kind services and makes product donations to arts

groups. Although the exact dollar amount of these services is not known, the company may perform such activities as providing free printing of brochures, donated space and equipment, and volunteers from the company. Generally, the contributions department is the first point of contact for such services. Such nonfinancial assistance is a growing area of corporate support and varies from company to company according to policy, structure and capabilities.

Service Industries has received two awards for its work in the arts (16): the "Business in the Arts Award" given by the Business Committee for the Arts, and an award for the company's activities in the state. Such awards indicate the company's high level of commitment to the arts.

As this example indicates, the pages in this book contain a great deal of information about the companies listed — information that is very valuable in developing an effective approach for focusing the right projects at the right companies. Corporate fundraising requires research and planning; this book and this example are designed to help with both.



Corporate Support Questionnaire

No.
For Office use only

Company Name Service Industries, Inc.
Address 555 Industrial Lane

City Anytown State IL Zip 66666

Name of parent corporation if contributions managed by them

City State

[1] Corporate Foundation Name (if any) The Service Industries Foundation

Address

City State Zip

Contact person for contributions:

[2] Name John S. Smith Title Executive Director, Foundation

Telephone number (777) 888-9191

Information is for Fiscal Year 19 82

Yes ☒ No ☐

Please itemize the following for the corporation and corporate foundation combined, if possible

[3] 1. Analysis of contributions:		Total Amount	Largest Gift	No Gifts	No Requests
Total Contributions	<u>\$4,500,000</u>	<u>\$4,500,000</u>	<u>\$75,000</u>	<u>75</u>	<u>750</u>
Arts & Culture	<u>\$675,000</u>	<u>\$675,000</u>	<u>\$225,000</u>	<u>126</u>	<u>1200</u>
Health & Welfare	<u>\$1,750,000</u>	<u>\$1,750,000</u>	<u>\$100,000</u>	<u>228</u>	<u>1400</u>
Education	<u>\$1,000,000</u>	<u>\$1,000,000</u>	<u>\$90,000</u>	<u>95</u>	<u>800</u>
Civic	<u>\$225,000</u>	<u>\$225,000</u>	<u>\$25,000</u>	<u>52</u>	<u>600</u>
Other	<u></u>	<u></u>	<u></u>	<u></u>	<u></u>

[4] 2. Information is for:

Corporation and Foundation combined: Yes ☒ No ☐
Corporation Only: Yes ☐ No ☐
Foundation Only: Yes ☐ No ☐

[5] 3. What geographic areas does your contributions program encompass?

	Yes	No	Approximate % of Budget
National	☒	☐	<u>5</u> %
Home Office	☒	☐	<u>70</u> %
Plant Locations	☒	☐	<u>25</u> %
Sales Locations	☐	☐	<u></u> %
Other (Specify) <u></u>	☐	☐	<u></u> %

[6] 4. Who makes decisions for non-home office contributions?

	Yes	No
Home Office only	☐	☒
Field Office only	☐	☒
Home and Field Offices jointly	☒	☐
Other (Specify) <u></u>	☐	☐

[7] 5. Do you publish an annual report on contributions? Yes ☒ No ☐
If not, are you planning to do so? Yes ☐ No ☐ For Year 19 82

[8] 6. Is there a deadline for applications? Yes ☐ No ☒
If yes, the deadline is
If no, the best time to apply is Fall

[9] 7. Are written guidelines available on request? Yes ☒ No ☐

[9] 8. Materials requested with an application are:

	Yes	No
Letter/Narrative	☒	☐
Complete Budget	☒	☐
IRS Letter	☒	☐
Application Form	☐	☒
Other <u></u>	☐	☐

[10] 9. How many weeks should an applicant allow for full review and decision? 12

Other

ARTS SUPPORT

(Please skip to Question 16 if you do not support the arts)

- [11]** 10. What kinds of arts organizations/activities will you consider supporting?

All types (if checked, then skip to next question)	Yes	No	Yes	No
Public TV/Radio	☐	☒	☒	☐
Visual Arts/Crafts	☒	☐	☐	☐
Theater	☒	☐	☒	☐
Symphony/Chamber Orch.	☒	☐	☒	☐
Dance	☒	☒	☒	☐
Film/Video	☒	☐	☐	☒
Opera	☒	☐	☐	☐
Other (Specify) _____	☒	☐	☐	☐

- [12]** 11. Please give examples of recent recipients of your arts contributions:

42	National Arts Center
43	Anytown Museum
44	Anytown Theatre
45	Branchtown United Arts Fund
46	WTTT (Public Television)

- [13]** 12. Please indicate the kinds of arts support your company will normally consider-

	Yes	No
General operating expenses	☒ NY	☐ NJ
Capital projects	☒ NY	☐ NJ
Commissions to artists	☐ NY	☒ NJ
Corporate art purchases	☐ NY	☒ NJ
Special projects	☒ NY	☐ NJ
Employee matching gifts	☒ NY	☐ NJ
Other (Specify) _____		

- [14]

3 Please indicate the importance of the following in your Evaluation of arts requests on a scale of 1-5 where 1 = most important and 5 = least important

[illegible]

- 14 Does your company support the arts in ways other than through the contributions budget, such as:

	Yes	No	Estimated \$ Value
Project support through advertising/public relations	☒ 52	☐ 53	\$50,000
In-kind services and technical assistance	☒ 53	☐ 54	n/a
Other (Specify) _____ products _____			n/a
			\$7

- 15 Please list any local or national awards; your company has received for its support of the arts:

Award	Date	Description
Business in the Arts Award	1981	Anytown Cultural Redevelopment
Governor's Arts Award	1980	Young Artists Exhibition Series

6 Date _____

Name of person completing this questionnaire _____

Title _____

Telephone _____

Please return to ACA in the enclosed envelope by May 28, 1982

Note: Please indicate on any additional pages which you

have attached, the number of the question you are addressing.



AMERICAN COUNCIL FOR THE ARTS
570 Seventh Avenue, New York, NY 10018

Service Industries, Inc.
555 Industrial Lane
Anytown, IL 66666

Foundation/Trust:

**[1]The Service Industries
Foundation**

[2]Contributions contact: John S. Smith,
Executive Director, Foundation

Phone: (777) 888-9191

Information year: 1982

[3]Total contributions-all categories: \$4,500,000

Arts & culture: Total contributions, \$675,000;
largest contribution, \$75,000; number of
contributions, 75

Health & welfare: Total contributions,
\$850,000; largest contribution, \$225,000;
number of contributions, 126

Education: Total contributions, \$1,750,000;
largest contribution, \$100,000; number of
contributions, 228

Civic: Total contributions, \$1,000,000; largest
contribution, \$90,000; number of contributions,
95

Other: Total contributions, \$225,000

[4]Scope of information: Corporation and
foundation combined

**[5]Geographic areas encompassed by arts
contributions:** National, home office, plant
locations

[6]Non-home office contributions decisions:
Home and field jointly

[7]Annual report on contributions: Yes

[8]Best time to apply: Fall
Written guidelines available: Yes

[9]Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

[10]Weeks required for full review and decisions:
12

ARTS SUPPORT

**[11]Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts groups, museums,
national organizations, performing arts, public
TV/radio, visual arts/crafts, theater,
symphony/chamber orch., dance, opera

**[12]Recent examples of arts contributions
recipients:** National Arts Center, Anytown
Museum, Anytown Theatre, Branchtown
United Arts Fund, WTTT (Public Television)

[13]Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases, special projects, employee
matching gifts

**[14]Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**
1—Geographical location, impact on local
community, management capability
2—Employee involvement, quality of
applications, artistic merit
3—Matching grants, size of audience,
coordination with similar groups, board of
directors
4—Publicity value, support by other firms
5—Gifts from individuals

[15]Arts support other than contributions: Project
support through advertising/public relations,
\$60,000

**[16]Local or national awards received for arts
support:** Business in the Arts Award, 1981,
Anytown Cultural Redevelopment Project;
Governor's Arts Award, 1980, Young Artists
Exhibition Series

EXPLANATORY NOTES

The following explanatory notes outline standard procedures used in presenting the information and should be referred to in conjunction with the listings:

- 1 The companies are listed in alphabetical order and are indexed in four ways: alphabetically, by state, by kind of arts organization/activity supported, and by type of support given.
- 2 The information listed for contact, contributions, geographic area, non-home office contributions decisions, and application procedures and requirements apply to all contributions for the company unless otherwise noted.
- 3 The *ARTS SUPPORT* section following each company's general listing provides additional, detailed information specifically about its arts giving.
- 4 If the *ARTS SUPPORT* section does not appear within a company's listing, that company does not include arts support in its contributions program.
- 5 Where a foundation or trust is listed without an address, the address is the same as the one listed for the corporation.
- 6 Where a company's address appears with the foundation or trust, information is for the foundation or trust only.
- 7 Where the contributions contact is an executive of the foundation, the title is followed by the word Foundation, Fund, or Trust.
- 8 If no contributions contact or phone number is listed, the corporation did not wish to have one published.
- 9 If no contributions dollar amounts are listed for a particular category of giving, the corporation did not make that information available.
- 10 If a percentage is listed for a specific category's contributions dollar amount, it denotes the percentage of contributions given in that area.
- 11 The symbol *n/a* following any category indicates that the corporations did not wish to publish that information, did not have that information available, or did not choose to answer the question.
- 12 If a particular category of information does not appear within a company's listing, the question was not answered or answered negatively.
- 13 If a particular evaluation criterion is not listed, the corporation did not rate it at all, probably indicating that it is not a factor in evaluating contributions requests.
- 14 If the word *None* appears after *Best Time to Apply*, either no preference was expressed or the question was not answered.

II

THE GUIDE

ACCO Industries, Inc.
101 Oakview Drive
Trumbull, CT 06611

Contributions contact: Peter W. Krehbiel, Vice President

Phone: (203) 371-5439

Information year: 1981

Total contributions-all categories: \$38,000

Arts & culture: Total contributions, none

Health & welfare: Total contributions, \$19,000

Education: Total contributions, \$19,000

Civic: Total contributions, none

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Application deadline: October

Written guidelines available: No

Requirements for applications: Narrative/letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 3-4

ACF Industries, Inc.
New York, NY

Foundation/Trust:

ACF Foundation, Inc.

750 Third Avenue

New York, NY 10017

Contributions contact: R.W. Montgomery, Assistant Secretary

Phone: (212) 986-8600

Information year: 1982

Total contributions-all categories: \$370,841

Arts & culture: Total contributions, \$26,050; largest contribution, \$5,000; number of contributions, 17

Health & welfare: Total contributions, \$36,700; largest contribution, \$5,000; number of contributions, 38

Education: Total contributions, \$151,950; largest contribution, \$10,000; number of contributions, 71

Civic: Total contributions, \$151,891; largest contribution, \$38,000; number of contributions, 64

Other: Total contributions, \$4,250; largest contribution, \$1,750; number of contributions, 5

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 46%; plant locations, 54%

Non-home office contributions decisions: Foundation board with recommendations from home and plant personnel

Annual report on contributions: No

Annual report planned: No

Best time to apply: March-April

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Lincoln Center, Arts & Education Council of Greater St. Louis, Combined Arts Corporate Campaign (Houston), WNET (Public Television), Huntington Galleries (WV)

Kinds of support normally considered: General operating expenses, capital projects, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, support by foundations/government, management capability
- 2—Employee involvement, size of audience, quality of applications, artistic merit
- 3—Publicity value, support by other firms, coordination with similar groups, board of directors
- 4—Matching grants, gifts from individuals

AMEV Holdings, Inc.
Suite 9766
2 World Trade Center
New York, NY 10048

Contributions contact: , Contributions Officer
Information year: 1981

Total contributions-all categories: \$133,927

Arts & culture: Total contributions, \$5,700; largest contribution, \$2,100; number of contributions, less than 10

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: maximum 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: United Performing Fund (Milwaukee), Milwaukee Art Center, Wisconsin Heritages, WMVS and WMVT (Public Television)

Kinds of support normally considered: General operating expenses

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, employee involvement, size of audience, quality of applications
- 2—Artistic merit
- 3—Publicity value, board of directors
- 4—Support by other firms
- 5—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, management capability

AMF Incorporated
777 Westchester Avenue
White Plains, NY 10604

Foundation/Trust:
AMF Foundation

Contributions contact: F.J. Gallagher, Jr., Executive Secretary, Foundation

Phone: (914) 694-2910

Information year: 1979

Total contributions-all categories: \$513,680

Arts & culture: Total contributions, \$22,000; largest contribution, \$7,500; number of contributions, 11; number of requests, 11

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Quarterly
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, performing arts

Recent examples of arts contributions recipients: Metropolitan Museum of Art, Kennedy Center, Westchester Council for the Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Employee involvement, support by foundations/government, quality of applications, board of directors
- 3—Publicity value, support by other firms, matching grants, size of audience, gifts from individuals, coordination with similar groups

Amfac, Inc.
P.O. Box 3230
Honolulu, HI 96801

Foundation/Trust:
Amfac Foundation

Contributions contact: Gwen Shimabukuro,
Manager, Corporate Donations

Phone: (808) 945-8465

Information year: 1981

Total contributions-all categories: \$784,431

Arts & culture: Total contributions, \$108,875;
largest contribution, \$33,000

Health & welfare: Total contributions,
\$184,917; largest contribution, \$100,000

Education: Total contributions, \$134,760;
largest contribution, \$5,000

Civic: Total contributions, \$268,077 (United
Funds); largest contribution, \$130,000

Other: Total contributions, \$29,855; largest
contribution, \$5,000

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, home office

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form

Weeks required for full review and decisions:
Quarterly review

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, theater,
symphony/chamber orchestra, opera

**Recent examples of arts contributions
recipients:** Honolulu Symphony, Honolulu
Academy of Arts, Honolulu Theatre for Youth,
San Francisco Symphony Association, San
Francisco Performing Arts Center

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Publicity value, support by other firms, coordination with similar groups, management capability
- 3—Matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, artistic merit, board of directors

AXIA Incorporated
122 West 22nd Street
Oak Brook, IL 60521

Contributions contact: Dennis W. Sheehan,
Vice President-Administration, General
Counsel and Secretary

Phone: (312) 654-3350

Information year: 1981

Total contributions-all categories: \$147,715

Arts & culture: Total contributions, \$14,800;
largest contribution, \$1,500

Health & welfare: Total contributions,
\$53,885; largest contribution, \$6,389

Education: Total contributions, \$59,046; largest
contribution, \$2,500

Civic: Total contributions, \$16,795; largest
contribution, \$2,250

Other: Total contributions, \$3,189

Scope of information:

**Geographic areas encompassed by arts
contributions:** National, home office, 72%;
plant locations, 28%

Non-home office contributions decisions: Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: June-September
Written guidelines available: No

Requirements for applications: Narrative/letter

Abex Corporation
New York, NY

Foundation/Trust:
Abex Foundation, Inc.
530 Fifth Avenue
New York, NY 10036

Contributions contact: Owen B. Cottle,
President, Foundation

Phone: (212) 560-3200

Information year: 1981

Total contributions-all categories: \$256,264

Arts & culture: Total contributions, \$4,600;
largest contribution, \$2,000; number of
contributions, 6

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Application deadline: October 31
Written guidelines available: No

Requirements for applications: Narrative/letter,
IRS letter

Weeks required for full review and decisions:
4

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Public TV/radio, community
organizations in cities where Abex is an
employer

**Recent examples of arts contributions
recipients:** Laurel Arts of Somerset, Columbus
Symphony Orchestra, The Historical Society of
Rockland County, New Castle Historical
Society, Wayside Foundation of the Arts

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Quality of applications, management capability
- 3—Employee involvement, support by foundations/government, artistic merit
- 5—Publicity value, support by other firms, matching grants, size of audience, gifts from individuals, coordination with similar groups, board of directors

Advanced Micro Devices Inc.
P.O. Box 453
901 Thompson Place
Sunnyvale, CA 94086

Contributions contact: Cherie L. Miller,
Corporate Contributions Officer

Phone: (408) 732-2400

Information year: 1982

Total contributions-all categories: \$99,347

Arts & culture: Total contributions, none

Health & welfare: Total contributions, 43%

Education: Total contributions, 50%

Civic: Total contributions, 7%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Best time to apply: Quarterly

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: Maximum 12

Aeroquip Corporation
Jackson, MI

Foundation/Trust:
Aeroquip Foundation
300 South East Avenue
Jackson, MI 49203

Contributions contact: D.E. Rainey,
Secretary-Treasurer

Phone: (517) 787-8121

Information year: 1981

Total contributions-all categories: \$163,462

Arts & culture: Total contributions, \$8,000; largest contribution, \$6,700; number of contributions, 3

Health & welfare: Total contributions, \$51,500; largest contribution, \$40,000; number of contributions, 9

Education: Total contributions, \$35,875; largest contribution, \$8,000; number of contributions, 16

Civic: Total contributions, \$14,192; largest contribution, \$12,000; number of contributions, 5

Other: Total contributions, \$49,795; largest contribution, \$27,000; number of contributions, 22

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 40%; plant locations, 60%

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, symphony/chamber orchestra

Recent examples of arts contributions recipients: Jackson Symphony Orchestra, Ella Sharp Museum Association, Michigan Foundation for the Arts

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Support by other firms, size of audience, quality of applications, management capability, board of directors
- 3—Publicity value, matching grants, support by foundations/government, artistic merit
- 4—Gifts from individuals, coordination with similar groups

Aetna Life and Casualty 151 Farmington Avenue Hartford, CT 06156

**Foundation/Trust:
Aetna Life and Casualty
Foundation, Inc.**

Contributions contact: Robert H. Roggeveen, Manager, Corporate Public Involvement

Phone: (203) 273-2465

Information year: 1981

Total contributions-all categories: \$8,620,106

Arts & culture: Total contributions, \$595,709; largest contribution, \$115,000; number of contributions, 34

Health & welfare: Total contributions, \$1,845,392; largest contribution, \$479,000

Education: Total contributions, \$2,662,315; largest contribution, \$200,000

Civic: Total contributions, \$2,792,901; largest contribution, \$234,000

Other: Total contributions, \$723,789; largest contribution, \$125,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 50%; home office, 35%; plant locations, 15%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: Fall

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Greater Hartford Arts Council, Affiliate Artists, Connecticut Educational Telecommunications Corporation, Springfield Library and Museum Association, Elmira (NY) Symphony and Choral Society

Kinds of support normally considered: Special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability
- 2—Matching grants, support by foundations/government, size of audience
- 3—Employee involvement, publicity value, support by other firms, gifts from individuals, coordination with similar groups
- 4—Board of directors

Arts support other than contributions: In kind services and technical assistance, \$40,000

Local or national awards received for arts support: Business in the Arts Award, 1978

Air Products and Chemicals, Inc.

**P.O. Box 538
Allentown, PA 18105**

**Foundation/Trust:
Air Products Foundation
Route 222
Trexlerstown, PA 18087**

Contributions contact: Richard Domrzalski,
Executive Secretary, Corporate Contributions
Committee

Phone: (215) 481-4986

Information year: 1981

Total contributions-all categories: \$1,623,628

Arts & culture: Total contributions, \$107,660;
largest contribution, \$20,000; number of
contributions, 36

Health & welfare: Total contributions,
\$383,841; largest contribution, \$65,000;
number of contributions, 391

Education: Total contributions, \$982,646;
largest contribution, \$100,000; number of
contributions, 1,117

Civic: Total contributions, \$116,075; largest
contribution, \$15,830; number of contributions,
205

Other: Total contributions, \$33,407; number of
contributions, 64

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, 35%; plant and
sales locations, 65%

Non-home office contributions decisions: Field,
Home and field jointly

Annual report on contributions: No

Annual report planned: Yes; for 1984

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
4-6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, visual
arts/crafts, theater, symphony/chamber
orchestra, dance, film/video, opera

**Recent examples of arts contributions
recipients:** Allentown Public Library,
Allentown Art Museum, WLYT (Public
Television), WVIA (Public Television)

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community
- 2—Employee involvement, coordination with
similar groups
- 3—Size of audience, quality of applications,
artistic merit, management capability,
board of directors
- 4—Publicity value, support by other firms
- 5—Matching grants, support by
foundations/government, gifts from
individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a; in-facility exhibitions, \$n/a

Alabama Power Company
P.O. Box 2641
Birmingham, AL 35291

Contributions contact: Richard A. Bowron,
Secretary

Phone: (205) 250-2508

Information year: 1981

Total contributions-all categories: \$383,000

Arts & culture: Total contributions, 8%;
largest contribution, \$21,000

Health & welfare: Total contributions, 65%;
largest contribution, \$70,000

Education: Total contributions, 23%; largest
contribution, \$12,300

Other: Total contributions, 2%; largest
contribution, \$700

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Sales locations, 100%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: n/a

ARTS SUPPORT

Kinds of support normally considered: General
operating expenses, capital projects

Alberto-Culver Company
2525 Armitage Avenue
Melrose Park, IL 60160

Contributions contact: Mary Kay Oswald,
Public Relations Department

Phone: (312) 450-3005

Information year: 1980

Total contributions-all categories: n/a

Arts & culture: Total contributions, n/a;
largest contribution, \$2,000; number of
contributions, 10; number of requests, est. 100

Health & welfare: Total contributions, n/a;
largest contribution, \$8,000; number of
contributions, 75; number of requests, 400

Education: Total contributions, n/a; largest
contribution, \$1,000; number of contributions,
50; number of requests, 250

Civic: Total contributions, n/a; largest
contribution, \$2,000; number of contributions,
200; number of requests, 500

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: After October 1

Written guidelines available: No

Requirements for applications: Complete
budget, board list, contributors list

Weeks required for full review and decisions:
6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Art Institute of Chicago, Ballet,
South Side Community Art Center

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, quality of applications
- 2—Size of audience, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors
- 3—Impact on local community
- 4—Employee involvement, publicity value, support by other firms, matching grants, support by foundations/government

Alexander & Baldwin, Inc.
P.O. Box 3440
Honolulu, HI 96801

Contributions contact: Gregg W. Perry, Vice President, Public Relations

Phone: (808) 525-6640

Information year: 1981

Total contributions-all categories: \$453,000

Arts & culture: Total contributions, \$45,000

Health & welfare: Total contributions, \$192,000

Education: Total contributions, \$78,000

Civic: Total contributions, \$21,000

Other: Total contributions, \$117,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 77%; subsidiaries, 23%

Non-home office contributions decisions: home office and subsidiaries

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Hawaii Opera Theatre, Hawaii Performing Arts Company, Honolulu Symphony Society, Bishop Museum, Honolulu Boys Choir

Kinds of support normally considered: General operating expenses, capital projects, special projects

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

The Allen Group Inc.
534 Broad Hollow Road
Melville, NY 11747

Contributions contact: Mary E. Kearns, Manager, Public Relations

Phone: (516) 293-5500

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, audited statement
Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Wolf Trap Foundation, Long Island Philharmonic, Eglevsky Ballet, National Corporate Fund for Dance, WNET (Public Television)

Kinds of support normally considered: Special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, artistic merit, management capability
- 3—Geographical location, matching grants, quality of applications, coordination with similar groups
- 4—Size of audience, board of directors
- 5—Publicity value, support by other firms, support by foundations/government, gifts from individuals

Allied Corporation Morristown, NJ

Foundation/Trust:
Allied Foundation
P.O. Box 2245R
Morristown, NJ 07960

Contributions contact: Margaret C. Petri,
Contributions Administrator

Phone: (201) 455-2671

Information year: 1981

Total contributions-all categories: \$2,995,440

Arts & culture: Total contributions, \$269,624; largest contribution, \$20,000; number of contributions, 70; number of requests, est. 500

Health & welfare: Total contributions, \$887,133; largest contribution, \$70,000; number of contributions, 229; number of requests, est. 700

Education: Total contributions, \$1,651,533; largest contribution, \$65,000; number of contributions, 230; number of requests, est. 700

Civic: Total contributions, \$187,150 (includes other); largest contribution, \$10,000; number of contributions, 65; number of requests, 100

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: July-September

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 8-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Lincoln Center, Kennedy Center, Arts Center of the Morris Area, Jacobs Pillow Dance Festival, New Jersey Ballet Company

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, artistic merit, management capability
- 3—Publicity value, support by other firms, size of audience, quality of applications, board of directors
- 4—Matching grants
- 5—Support by foundations/government, gifts from individuals, coordination with similar groups

Local or national awards received for arts support: Encore Award, 1976, 1978

Allstate Insurance Companies

Allstate Plaza F3

Northbrook, IL 60062

Foundation/Trust:

Allstate Foundation

Contributions contact: John T. Murphy,
Executive Director, Foundation

Phone: (312) 291-5502

Information year: 1980

Total contributions-all categories: \$2,736,000

Arts & culture: Total contributions, \$166,000;
largest contribution, \$25,000

Geographic areas encompassed by arts contributions: National, 10%; home office, 70%; plant locations, 16%; sales locations, 4%

Non-home office contributions decisions: Field, Home and field jointly

Annual report on contributions: No

Annual report planned: Yes

Best time to apply: October

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-13

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions

recipients: Chicago Lyric Opera, Kennedy Center, Field Museum of Natural History, Art Institute of Chicago, Chicago Orchestral Association

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Impact on local community, employee involvement, size of audience
- 2—Geographical location, publicity value, support by other firms, quality of applications, management capability, board of directors
- 3—Support by foundations/government, artistic merit
- 4—Coordination with similar groups
- 5—Matching grants, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1979-1981

Aluminum Company of America Pittsburgh, PA

Foundation/Trust:

Alcoa Foundation

1501 Alcoa Building

Pittsburgh, PA 15219

Contributions contact: Charles L. Griswold,
President, Foundation

Phone: (412) 553-4696

Information year: 1981

Total contributions-all categories: \$7,811,201

Arts & culture: Total contributions, \$951,650; largest contribution, \$100,000

Health & welfare: Total contributions, \$1,511,890; largest contribution, \$152,000

Education: Total contributions, \$4,420,316; largest contribution, \$113,000

Civic: Total contributions, \$476,775; largest contribution, \$50,000

Other: Total contributions, \$450,570

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 25%; home office, 37%; plant locations, 34%; sales locations, 4%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Pittsburgh Public Theater, Business Trust for the Arts (Knoxville, TN), Business Committee for the Arts, Affiliate Artists, Whitney Museum of American Art

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

2—Geographical location, impact on local community, support by foundations/government, artistic merit

3—Employee involvement, support by other firms, size of audience, gifts from individuals, management capability, board of directors

4—Publicity value, quality of applications, coordination with similar groups

5—Matching grants

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1981

Amax Inc. New York, NY

**Foundation/Trust:
Amax Foundation, Inc.
200 Park Avenue
New York, NY 10166**

Contributions contact: F. Taylor Ostrander, President, Foundation

Phone: (212) 686-9212

Information year: 1981

Total contributions-all categories: \$2,893,000

Arts & culture: Total contributions, \$269,875; largest contribution, \$100,000; number of contributions, 83

Health & welfare: Total contributions, \$422,975; largest contribution, \$35,000; number of contributions, 221

Education: Total contributions, \$1,691,905; largest contribution, \$100,000; number of contributions, 1,094

Civic: Total contributions, \$405,450; largest contribution, \$25,000; number of contributions, 155

Other: Total contributions, \$38,300; number of contributions, 14

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home, foundation board

Annual report on contributions: No

Annual report planned: No

Application deadline: Prior to April 15 for civic and charitable, prior to September 15 for education

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: est. 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported:

Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients:

Metropolitan Museum of Art, Lincoln Center, Colorado Heritage Center, Colorado State Historical Society, Arizona-Sonora Desert Museum

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, impact on local community, artistic merit

3—Support by other firms, support by foundations/government, management capability, board of directors

4—Employee involvement

5—Publicity value

Amcon Group, Inc.

230 Park Avenue

New York, NY 10169

Contributions contact: Patricia Aljoe, Assistant Vice President, Corporate Communications

Phone: (212) 880-5200

Information year: 1981

Total contributions-all categories: n/a

(Britain-based company-all giving based on a tie between the U.S. and U.K.)

Arts & culture: Total contributions, 90%

Health & welfare: Total contributions, n/a

Education: Total contributions, n/a

Civic: Total contributions, none

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Field, Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Before July

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported:

All types

Recent examples of arts contributions recipients:

Concert Artists Guild

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, impact on local community

2—Employee involvement, publicity value

3—Support by other firms, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors,

5—Matching grants

Local or national awards received for arts support: Encore Award, 1981

Amerace Corporation
555 Fifth Avenue
New York, NY 10017

Contributions contact: Richard C. Brogan,
Corporate Director, Personnel

Phone: (212) 986-8282

Information year: 1982

Total contributions-all categories: \$30,150

Arts & culture: Total contributions, \$8,900;
largest contribution, \$1,200; number of
contributions, 12

Health & welfare: Total contributions, \$4,800;
largest contribution, \$1,000; number of
contributions, 8

Education: Total contributions, \$1,500; largest
contribution, \$1,000; number of contributions,
2

Civic: Total contributions, \$14,950; largest
contribution, \$2,500; number of contributions,
20

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Non-home office contributions decisions:
Division Committee

Annual report on contributions: No

Annual report planned: No

Application deadline: September
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list,
audited statement

Weeks required for full review and decisions:
4

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Lincoln Center, Performing Arts
Repertory Theatre, Carnegie Hall, Museum of
Modern Art, WNET (Public Television)

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

1—Impact on local community

2—Artistic merit, management capability

3—Geographical location, employee
involvement, size of audience, quality of
applications, board of directors

4—Publicity value, support by other firms,
support by foundations/government, gifts
from individuals, coordination with similar
groups

5—Matching grants

American Airlines, Inc.
P.O. Box 61616
Dallas-Fort Worth Airport
Dallas, TX 75261

Contributions contact: Carolyn B. Driscoll,
Secretary, Contributions Committee

Phone: (214) 355-1241

Information year: 1981

Total contributions-all categories: \$368,509

Arts & culture: Total contributions, \$66,835;
largest contribution, \$10,895

Health & welfare: Total contributions,
\$113,946 (includes \$96,080 to United Way);
largest contribution, \$5,000

Education: Total contributions, \$100,131;
largest contribution, \$9,831

Civic: Total contributions, \$22,728; largest
contribution, \$5,000

Other: Total contributions, \$64,869

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Late fall

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: National Corporate Fund for Dance, Lincoln Center, Museum of Fine Arts (Boston), Symphony Orchestra (Detroit), Exploratorium (San Francisco)

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, publicity value
- 2—Size of audience, quality of applications, management capability
- 3—Artistic merit
- 4—Support by other firms, matching grants, support by foundations/government, gifts from individuals
- 5—Coordination with similar groups, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

American Bankers Insurance Group, Inc. **600 Brickell Avenue** **Miami, FL 33131**

Contributions contact: R. Kirk Landon,
President and Chief Executive Officer

Phone: (305) 374-2244

Information year: 1981

Total contributions-all categories: \$30,270

Arts & culture: Total contributions, \$10,520; largest contribution, \$5,000; number of contributions, 10

Health & welfare: Total contributions, \$3,800; largest contribution, \$1,000; number of contributions, 9

Education: Total contributions, \$5,700; largest contribution, \$2,500; number of contributions, 8

Civic: Total contributions, \$4,425; largest contribution, \$2,500; number of contributions, 8

Other: Total contributions, \$5,825; largest contribution, \$1,500; number of contributions, 15

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Art museum, public television, theatre, opera

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, board of directors
- 2—Gifts from individuals, artistic merit, management capability
- 3—Employee involvement
- 4—Publicity value, support by other firms, support by foundations/government, size of audience, coordination with similar groups
- 5—Matching grants

American Broadcasting Companies, Inc.
1330 Avenue of the Americas
New York, NY 10019

Contributions contact: Alfred R. Schneider, Vice President

Phone: (212) 887-7498

Information year: 1979

Total contributions-all categories: \$1,046,000

Arts & culture: Total contributions, \$193,000; largest contribution, \$40,000; number of contributions, 80

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Fourth quarter

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 12-14

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Eugene O'Neill Theater Center, Lincoln Center, Kennedy Center, American Film Institute, American Academy of Dramatic Arts

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, publicity value, artistic merit, management capability
- 5—Board of directors

Arts support other than contributions: In kind services and technical assistance, \$n/a

American Can Company
American Lane
Greenwich, CT 06830

Foundation/Trust:
American Can Company
Foundation

Contributions contact: Ruth Renken, Manager, Contributions

Phone: (203) 552-2148

Information year: 1981

Total contributions-all categories: \$2,468,500

Arts & culture: Total contributions, \$190,000; largest contribution, \$40,000; number of contributions, 45

Health & welfare: Total contributions, \$902,000; largest contribution, \$131,000; number of contributions, 200

Education: Total contributions, \$955,000; largest contribution, \$25,000; number of contributions, 600

Civic: Total contributions, \$255,000; largest contribution, \$30,000; number of contributions, 60

Other: Total contributions, \$166,500

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list
Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: National Corporate Fund for Dance, Wausau (WI) Arts Fund, American Shakespeare Theatre, Minnesota Orchestral Society, National Gallery of Art

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Artistic merit, management capability
- 3—Publicity value, support by other firms
- 4—Support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, board of directors
- 5—Matching grants

American Cyanamid Company

One Cyanamid Plaza

Wayne, NJ 07470

Contributions contact: Dolores E. Stortz, Coordinator, Corporate Contributions

Phone: (201) 831-2714

Information year: 1981

Total contributions-all categories: \$1,500,000 (rounded)

Arts & culture: Total contributions, \$171,000 (includes civic); largest contribution, \$10,000

Health & welfare: Total contributions, \$553,000; largest contribution, \$66,000

Education: Total contributions, \$674,000; largest contribution, \$25,000

Other: Total contributions, \$92,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Before September

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, national organizations, performing arts, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Garden State Ballet, Kennedy Center, Lincoln Center, New Jersey Symphony, American Boychoir

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, support by other firms, quality of applications, coordination with similar groups, management capability, board of directors
- 2—Size of audience, artistic merit
- 3—Impact on local community, employee involvement, support by foundations/government
- 4—Publicity value
- 5—Gifts from individuals

American Electric Power Company, Inc.

**180 East Broad Street
Columbus, OH 43215**

Contributions contact: Kenton C. Lee,
Administrative Assistant to the Vice Chairman
of Operations

Phone: (614) 223-1303

Information year: 1981

Total contributions-all categories: \$919,837

Arts & culture: Total contributions, \$108,892;
largest contribution, \$25,000

Health & welfare: Total contributions,
\$496,131

Education: Total contributions, \$206,746

Civic: Total contributions, \$41,611

Other: Total contributions, \$66,457

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 20%; operating companies and other subsidiaries, 80%

Non-home office contributions decisions:
Home, Home and field jointly

Annual report on contributions: No
Annual report planned: No

Application deadline: November 1
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list,
audited statement

Weeks required for full review and decisions:
4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Columbus Gallery of Fine Arts, Players Theater of Columbus, Fort Wayne Fine Arts Foundation, Lincoln Center, Metropolitan Museum of Art

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, size of audience, quality of applications
- 3—Employee involvement, artistic merit, management capability
- 4—Publicity value, support by other firms, matching grants, support by foundations/government, board of directors
- 5—Gifts from individuals, coordination with similar groups

American Express Company New York, NY

Foundation/Trust:
American Express Foundation
American Express Plaza
New York, NY 10004

Contributions contact: Mary Beth Salerno,
Manager

Phone: (212) 323-3476

Information year: 1979

Total contributions-all categories: \$2,715,759

Arts & culture: Total contributions, \$1,017,988
(includes \$700,000 cultural underwriting);
largest contribution, \$200,000; number of
contributions, 87

Health & welfare: Total contributions;
\$629,414; largest contribution, \$132,000
(United Way of Tri-State); number of
contributions, 87

Education: Total contributions, \$720,657;
largest contribution, \$75,000; number of
contributions, 81

Civic: Total contributions, \$347,700; largest
contribution, \$55,000; number of contributions,
83

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, 55%; home office,
30%; Phoenix, Denver, Ft. Lauderdale, 10%;
international, 5%

Non-home office contributions decisions:
Home and field jointly

Best time to apply: Fall

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
12

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Major cultural institutions in New
York City, Local museums and other arts
organizations in key operating cities, WNET
(Public Television), Arts and Business Council,
St. Louis Art Museum

Kinds of support normally considered: General
operating expenses, special projects, matching
gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, artistic merit, management
capability
- 2—Employee involvement, size of audience,
quality of applications, coordination with
similar groups, board of directors
- 3—Publicity value, support by other firms
- 4—Matching grants, support by
foundations/government
- 5—Gifts from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; Cause-Related Marketing Program, \$n/a

**Local or national awards received for arts
support:** Business in the Arts Award, 1979

American General Corporation 2727 Allen Parkway Houston, TX 77001

Contributions contact: James F. Moore, Vice
President and Assistant to President

Phone: (713) 525-3323

Information year: 1981

Total contributions-all categories: \$1,000,000

Arts & culture: Total contributions, \$112,000

Health & welfare: Total contributions,
\$721,000

Education: Total contributions, \$76,000

Civic: Total contributions, \$91,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations, individual companies nationwide

Non-home office contributions decisions: Field

Annual report on contributions: No

Best time to apply: Second half of year

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, support by other firms, size of audience, management capability
- 3—Matching grants, support by foundations/government, board of directors
- 5—Publicity value, quality of applications, gifts from individuals, coordination with similar groups, artistic merit

Arts support other than contributions: In kind services and technical assistance, \$n/a

American Greetings Corporation
10500 American Road
Cleveland, OH 44144

Contributions contact: Allan W. Goodfellow,
General Counsel and Secretary

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, 10%

Health & welfare: Total contributions, 40%

Education: Total contributions, 30%

Civic: Total contributions, 10%

Other: Total contributions, 10%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 50%; plant locations, 40%; sales locations, 10%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Cleveland Orchestra, Blossom Center, Karamu, Cleveland Institute of Music, Kent State University School of Art

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement, quality of applications
- 3—Impact on local community, management capability, board of directors
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, artistic merit

**American Hoechst
Corporation**
Route 202-206 North
Somerville, NJ 08876

Contributions contact: Lewis F. Alpaugh,
Manager, Community Affairs

Phone: (201) 231-2880

Information year: 1981

Total contributions-all categories: \$429,787

Arts & culture: Total contributions, \$28,765

Health & welfare: Total contributions,
\$157,750

Education: Total contributions, \$128,522

Civic: Total contributions, \$114,750

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Annual report planned: No

Application deadline: Fall

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** New Jersey Symphony Orchestra,
Busch-Reisinger Museum (Harvard), George
Street Playhouse, Waterloo Village

Kinds of support normally considered: Capital
projects, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement,
management capability
 - 2—Quality of applications, artistic merit
 - 3—Support by other firms, board of directors
 - 5—Publicity value, matching grants, support
by foundations/government, size of
audience, gifts from individuals,
coordination with similar groups
-
-

**American International
Group**
70 Pine Street
New York, NY 10005

Contributions contact: Ned Cloonan, Deputy
Director, Public Affairs

Phone: (212) 770-6903

Information year: 1981

Total contributions-all categories: \$406,000

Arts & culture: Total contributions, \$32,700;
largest contribution, \$25,000; number of
contributions, 9

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 30%; home office,
70%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:

8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts, visual arts/crafts

Recent examples of arts contributions

recipients: Currier Gallery of Art (Manchester, NH), National Corporate Fund for Dance, South Street Seaport Museum, Columbia University School of the Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value, size of audience, quality of applications, coordination with similar groups, artistic merit, board of directors
- 2—Management capability
- 3—Employee involvement, support by other firms, matching grants, support by foundations/government, gifts from individuals

American Motors Corporation

27777 Franklin Road
Southfield, MI 48034

Contributions contact: James L. Tolley, Vice President, Public Affairs

Phone: (313) 827-1000

Information year: 1980

Total contributions-all categories: \$442,420 (U.S. only)

Arts & culture: Total contributions, \$15,104

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities

supported: All types

Recent examples of arts contributions

recipients: Detroit Science Center, Detroit Symphony Orchestra, Music Hall Center for the Performing Arts, Detroit Institute of Arts, Orchestra Hall

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, publicity value, support by other firms, board of directors
- 4—Quality of applications, management capability
- 5—Matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, artistic merit

Arts support other than contributions: Project support through advertising/public relations, \$n/a

**American National Bank and
Trust Company
Rockford, IL**

Foundation/Trust:
**American National Bank
Foundation**
P.O. Box 1537
501 Seventh Street
Rockford, IL 61110

Contributions contact: David W. Knapp,
President and Chief Executive Officer

Phone: (815) 968-2241

Information year: 1981

Total contributions-all categories: \$88,607

Arts & culture: Total contributions, \$8,132;
largest contribution, \$3,332; number of
contributions, 7

Health & welfare: Total contributions,
\$40,150; largest contribution, \$12,000; number
of contributions, 20

Education: Total contributions, \$25,405; largest
contribution, \$13,000; number of contributions,
14

Civic: Total contributions, \$14,820; number of
contributions, 7

Other: Total contributions, \$100; largest
contribution, \$100; number of contributions, 1

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list

Weeks required for full review and decisions:
12

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Ravinia Festival, New American
Theater, Rockford Symphony Orchestra,
Rockford Museum, Greenwich Village Art Fair

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 2—Geographical location, impact on local
community, board of directors
- 3—Matching grants, quality of applications,
coordination with similar groups, artistic
merit, management capability
- 4—Employee involvement, publicity value,
support by other firms, support by
foundations/government, size of audience,
gifts from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a

**American Re-Insurance
Company
One Liberty Plaza
91 Liberty Street
New York, NY 10006**

Contributions contact: James Anastasio, Vice
President and Treasurer

Phone: (212) 766-6846

Information year: 1981

Total contributions-all categories: \$95,534

Arts & culture: Total contributions, \$18,050;
largest contribution, \$4,000; number of
contributions, 11

Health & welfare: Total contributions, \$42,584; largest contribution, \$16,000; number of contributions, 16

Education: Total contributions, \$24,900; largest contribution, \$6,000; number of contributions, 10

Civic: Total contributions, \$7,000; largest contribution, \$1,500; number of contributions, 6

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Museums, performing arts, public TV/radio

Recent examples of arts contributions

recipients: American Museum of Natural History, Lincoln Center, Metropolitan Museum of Art, Carnegie Hall, Fraunces Tavern Museum

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, artistic merit, management capability

3—Quality of applications, gifts from individuals, coordination with similar groups

4—Employee involvement

5—Publicity value, support by other firms, matching grants, support by foundations/government, size of audience, board of directors

American Standard Inc. New York, NY

Foundation/Trust:

American Standard Foundation

40 West 40th Street

New York, NY 10018

Contributions contact: D.E. Baker, President, Foundation

Phone: (212) 840-5188

Information year: 1981

Total contributions-all categories: \$984,974

Arts & culture: Total contributions, \$106,483; largest contribution, \$8,333; number of contributions, 42; number of requests, est. 300

Health & welfare: Total contributions, \$477,315; largest contribution, \$110,000

Education: Total contributions, \$215,500; largest contribution, \$20,000

Civic: Total contributions, \$185,650; largest contribution, \$15,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 40%; home office, 20%; plant locations, 40%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Fall

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: 13

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: Lincoln Center, Pittsburgh Symphony, National Corporate Fund for Dance, Circle Repertory Company, Metropolitan Museum of Art

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications
- 2—Size of audience, artistic merit, management capability
- 3—Board of directors
- 4—Support by other firms, support by foundations/government, gifts from individuals, coordination with similar groups
- 5—Publicity value, matching grants

Arts support other than contributions: In kind services and technical assistance, \$/n/a

American Sterilizer Company
P.O. Box 2026
2222 West Grandview Boulevard
Erie, PA 16512

Contributions contact: Robert W. Becker,
Director, Corporate Employee Benefits

Phone: (814) 452-3100

Information year: 1981

Total contributions-all categories: \$100,000
(\$534,000 equipment)

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts contributions: National, 20%; home office, 75%; plant locations, 5%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Fall of preceding year

Written guidelines available: No

Requirements for applications: Narrative/letter,
IRS letter, application form

Weeks required for full review and decisions:
8-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds,
public TV/radio

Recent examples of arts contributions recipients: Arts Council of Erie

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
 - 2—Employee involvement
 - 3—Publicity value, coordination with similar groups, artistic merit, management capability
 - 4—Support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, board of directors
-
-

**American Telephone and
Telegraph Company**
195 Broadway
New York, NY 10007

Contributions contact: Robert H. Thill,
Secretary, Contributions Committee

Phone: (212) 393-4035

Information year: 1981

Total contributions-all categories: \$5,247,758

Arts & culture: Total contributions, \$760,150; largest contribution, \$50,000; number of contributions, 98

Health & welfare: Total contributions, \$1,371,550; largest contribution, \$675,000; number of contributions, 74

Education: Total contributions, \$1,954,058; largest contribution, \$220,000; number of contributions, 112 (not including employee matching gifts)

Civic: Total contributions, \$865,000; largest contribution, \$70,000; number of contributions, 96

Other: Total contributions, \$297,000; number of contributions, 36

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 95%; home office, 5%

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Best time to apply: First half of calendar year
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: National Corporate Fund for Dance, 'Meet The Composer', Lincoln Center, The Acting Company, American Council for the Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Quality of applications, artistic merit, management capability, national stature
- 2—Geographical location, size of audience
- 3—Impact on local community, support by other firms, matching grants, coordination with similar groups, board of directors
- 4—Publicity value
- 5—Employee involvement, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1979, 1981

American Thread Company High Ridge Park Stamford, CT 06905

Contributions contact: Frank Doyle, Chairman, Corporate Contributions

Phone: (203) 329-8111

Information year: 1981

Total contributions-all categories: \$10,000-\$50,000; largest gift, \$8,500 (priority of giving: arts & culture, civic, health & welfare, education, minorities, hospitals and United Way)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home, Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:
1

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, theater, symphony/chamber orchestra

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, publicity value, matching grants, size of audience, artistic merit
- 2—Quality of applications, management capability

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

American United Life Insurance

P.O. Box 368

Indianapolis, IN 46206

Foundation/Trust:

American United Life Insurance Company Charitable Trust

Contributions contact: Ron Fritz, Chairman, Donations and Contributions Committee

Phone: (317) 927-1517

Information year: 1981

Total contributions-all categories: \$150,834

Arts & culture: Total contributions, \$7,331; largest contribution, \$1,800; number of contributions, 10

Health & welfare: Total contributions, \$47,373; largest contribution, \$24,000; number of contributions, 27

Education: Total contributions, \$49,805; largest contribution, \$10,000; number of contributions, 113

Civic: Total contributions, \$41,550; largest contribution, \$20,000; number of contributions, 16

Other: Total contributions, \$4,775

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 4%; home office, 88%; sales locations, 1%; college matching grants, 7%

Non-home office contributions decisions: Home and field jointly, Executive Committee of the Board

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions:
10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Indianapolis Museum of Art, Indianapolis Symphony

Kinds of support normally considered: General operating expenses, capital projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, management capability
- 2—Employee involvement, size of audience, quality of applications, artistic merit
- 3—Publicity value, support by other firms, support by foundations/government, coordination with similar groups, board of directors
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$5,000 (combined)

AmeriTrust Company
900 Euclid Avenue
Cleveland, OH 44101

Foundation/Trust:
AmeriTrust Company Charitable Trust

Contributions contact: Bruce H. Akers, Vice President, Marketing Services

Phone: (216) 687-5029

Information year: 1980

Total contributions-all categories: \$839,428

Arts & culture: Total contributions, \$70,273; largest contribution, \$12,000; number of contributions, 20

Health & welfare: Total contributions, \$515,110; largest contribution, \$449,411; number of contributions, 27

Education: Total contributions, \$121,584; largest contribution, \$43,849; number of contributions, 25

Civic: Total contributions, \$93,314; largest contribution, \$22,993; number of contributions, 19

Other: Total contributions, \$39,147; number of contributions, 7

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions:

Annual report on contributions: No

Annual report planned: No

Application deadline: February 15, May 15, August 15, November 15

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement, long-range plans

Weeks required for full review and decisions: 6-18

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Musical Arts Association, Museum of Natural History, Cleveland Ballet, Cleveland Playhouse

Kinds of support normally considered: General operating expenses, capital projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community
- 2—Employee involvement
- 3—Publicity value, support by other firms, support by foundations/government, management capability, board of directors
- 4—Size of audience
- 5—Matching grants, quality of applications, gifts from individuals, coordination with similar groups, artistic merit

Arts support other than contributions: In kind services and technical assistance, \$n/a

Amsted Industries Inc.
Chicago, IL

Foundation/Trust:
Amsted Industries Foundation
3700 Prudential Plaza
Chicago, IL 60601

Contributions contact: Eugene W. Anderson
Jr., Director, Public Affairs & Advertising
Phone: (312) 645-1717

Information year: 1981

Total contributions-all categories: \$516,000

Arts & culture: Total contributions, \$38,000;
largest contribution, \$4,000; number of
contributions, 38

Health & welfare: Total contributions,
\$233,000; largest contribution, \$49,000;
number of contributions, 271

Education: Total contributions, \$207,000;
largest contribution, \$20,000; number of
contributions, 91

Civic: Total contributions, \$5,000; largest
contribution, \$1,000; number of contributions,
11

Other: Total contributions, \$32,000; number of
contributions, 113

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, 56%; plant
locations, 44%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: June or July for following
fiscal year

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list

Weeks required for full review and decisions:
4-6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, community arts,
museums, performing arts, public TV/radio,
visual arts/crafts, theater, symphony/chamber
orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Art Institute of Chicago, Chicago
Theatre Group, Inc. (Goodman Theatre), Lyric
Opera of Chicago, The Orchestral Association
(Chicago Symphony), Chicago Public
Television Association

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, support by
foundations/government
- 2—Size of audience, artistic merit,
management capability
- 3—Employee involvement, support by other
firms, matching grants, quality of
applications, coordination with similar
groups, board of directors
- 5—Publicity value, gifts from individuals

C.R. Anthony Company
P.O. Box 25725
701 North Broadway
Oklahoma City, OK 73125

Contributions contact: Jean Gumerson, Public
Relations Director

Phone: (405) 235-3711 x204

Information year: 1982

Total contributions-all categories: \$65,719

Arts & culture: Total contributions, \$10,810;
largest contribution, \$5,000; number of
contributions, 10; number of requests, 39

Health & welfare: Total contributions, \$25,950; largest contribution, \$10,000; number of contributions, 11; number of requests, 57

Education: Total contributions, \$7,879; largest contribution, \$2,000; number of contributions, 13; number of requests, 31

Civic: Total contributions, \$19,955; largest contribution, \$5,000; number of contributions, 17; number of requests, 46

Other: Total contributions, \$1,125; largest contribution, \$350; number of contributions, 7; number of requests, 19

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 75%; sales locations, 25%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, board list, contributors list
Weeks required for full review and decisions: 4-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: American Theater Company, Oklahoma Symphony Orchestra, Allied Arts Foundation, Oklahoma Theater Center, Ballet Oklahoma

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Employee involvement, publicity value, quality of applications

2—Impact on local community, size of audience, management capability, board of directors

3—Geographical location, support by other firms

Arts support other than contributions: Project support through advertising/public relations, \$30,000; in kind services and technical assistance, \$5,000

Arizona Public Service Company

P.O. Box 21666
411 North Central Avenue
Phoenix, AZ 85036

Contributions contact: Jack Swift, Administrator, Special Projects

Phone: (602) 271-2108

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; sales locations, 10%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Best time to apply: August-September

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8-12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions

recipients: Phoenix Art Museum, Phoenix Opera, Phoenix Symphony, Phoenix Theater

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, quality of applications, management capability, board of directors
- 2—Support by other firms
- 3—Employee involvement, artistic merit
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Arkansas Power & Light Company

P.O. Box 551

Little Rock, AR 72203

Contributions contact: Charles L. Steel, Senior Vice President and Assistant to President

Phone: (501) 371-4282

Information year: 1981

Total contributions-all categories: \$226,308

Arts & culture: Total contributions, \$15,270; largest contribution, \$4,500; number of contributions, 12

Health & welfare: Total contributions, \$146,611; largest contribution, \$53,600; number of contributions, 136

Education: Total contributions, \$43,424; largest contribution, \$11,460; number of contributions, 32

Civic: Total contributions, \$8,290; largest contribution, \$2,000; number of contributions, 11

Other: Total contributions, \$12,713; largest contribution, \$1,500; number of contributions, 157

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Service area of Arkansas and parts of Missouri, 100%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Best time to apply: First quarter of year
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, contributors list, audited statement

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Arkansas Arts Center, Arkansas Opera Theater, Arkansas Repertory Theater, Arkansas Symphony Orchestra, South Arkansas Arts Center

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, impact on local community, quality of applications

2—Support by other firms, artistic merit, management capability

3—Employee involvement, publicity value, size of audience, board of directors

4—Coordination with similar groups

5—Matching grants, support by foundations/government, gifts from individuals

Local or national awards received for arts support: Governor's Award, 1981

Armco Inc.

703 Curtis Street

Middletown, OH 45042

Foundation/Trust:

Armco Foundation

Contributions contact: Alan B. Cooper, Executive Vice President, Foundation

Phone: (513) 425-5730

Information year: 1981

Total contributions-all categories: \$7,200,000

Arts & culture: Total contributions, 5%

Health & welfare: Total contributions, 40%

Education: Total contributions, 25%

Civic: Total contributions, 5%

Other: Total contributions, 25%

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Primarily home office and plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-12 depending on amount requested

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions

recipients: Cincinnati Fine Arts Fund, Ford's Theatre, Arts In Middletown, Houston Opera

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement, size of audience, quality of applications, artistic merit, management capability

2—Gifts from individuals, coordination with similar groups

3—Support by other firms, support by foundations/government

4—Matching grants, board of directors

5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Armstrong Rubber Company New Haven, CT

Foundation/Trust:

**Armstrong Rubber Foundation,
Inc.**

500 Sargent Drive

New Haven, CT 06536

Contributions contact: Edward Currie, Trustee, Foundation

Phone: (203) 562-1161

Information year: 1981

Total contributions-all categories: \$98,875

Arts & culture: Total contributions, \$800; largest contribution, \$700; number of contributions, 2

Health & welfare: Total contributions, \$14,250; largest contribution, \$5,000; number of contributions, 15

Education: Total contributions, \$7,325; largest contribution, \$6,475; number of contributions, 3

Civic: Total contributions, \$76,500; largest contribution, \$16,000; number of contributions, 29

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Plant locations, 100%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Application deadline: December 31
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, performing arts, symphony/chamber orchestra

Recent examples of arts contributions recipients: Des Moines Art Center, New Haven Symphony Orchestra

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement, support by other firms
- 2—Impact on local community, artistic merit, management capability, board of directors
- 3—Quality of applications, gifts from individuals, coordination with similar groups
- 4—Publicity value
- 5—Matching grants, support by foundations/government, size of audience

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Asarco, Inc.
120 Broadway
New York, NY 10271

Foundation/Trust:
Asarco Foundation

Contributions contact: Rose J. Schwing,
Contributions Administrator and Vice
President, Foundation

Phone: (212) 699-1284

Information year: 1980

Total contributions-all categories: \$580,400

Arts & culture: Total contributions, \$16,000; largest contribution, \$2,500; number of contributions, 9

Health & welfare: Total contributions, \$162,100; largest contribution, \$27,500; number of contributions, 40

Education: Total contributions, \$319,000; largest contribution, \$50,000; number of contributions, 225

Civic: Total contributions, \$55,600; largest contribution, \$7,500; number of contributions, 29

Other: Total contributions, \$27,700

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations
Non-home office contributions decisions: Home and field jointly
Annual report on contributions: No
Annual report planned: No
Best time to apply: None
Written guidelines available: Yes
Requirements for applications: Narrative/letter, IRS letter, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts
Recent examples of arts contributions recipients: American Museum of Natural History, Arizona-Sonora Desert Museum, South Street Seaport
Kinds of support normally considered: General operating expenses
Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)
1—Geographical location

Ashland Oil, Inc.

P.O. Box 391
Ashland, KY 41114

Contributions contact: Sue G. Dowdy, Coordinator, Education and Community Support Committee
Phone: (606) 329-3873
Information year: 1981
Total contributions-all categories: \$2,900,000
Arts & culture: Total contributions, \$329,300; largest contribution, \$100,000
Health & welfare: Total contributions, \$537,400; largest contribution, \$200,000
Education: Total contributions, \$1,233,100; largest contribution, \$200,000
Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home, Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types
Recent examples of arts contributions recipients: Kentucky Arts Center
Kinds of support normally considered: General operating expenses, corporate art purchases, special projects
Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)
1—Geographical location, impact on local community, quality of applications, artistic merit, management capability
2—Employee involvement
3—Publicity value, support by other firms, size of audience, gifts from individuals, coordination with similar groups, board of directors
4—Support by foundations/government
5—Matching grants

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award

Atlantic Richfield Company **Los Angeles, CA**

Foundation/Trust:
Atlantic Richfield Foundation
515 South Flower Street
Los Angeles, CA 90071

Contributions contact: Anna Arrington,
Program Officer

Phone: (213) 486-3342

Information year: 1981

Total contributions-all categories: \$28,336,706

Arts & culture: Total contributions,
\$4,264,620; number of contributions, 233

Health & welfare: Total contributions,
\$1,488,700; number of contributions, 57

Education: Total contributions, \$8,722,080;
number of contributions, 174

Civic: Total contributions, \$3,418,015; number
of contributions, 159

Other: Total contributions, \$7,608,291

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations, sales locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
4-12

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public
TV/radio, visual arts/crafts, theater,
symphony/chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Los Angeles Music Center
Foundation, Huntington Library & Art Gallery
(San Marino, CA), Colorado Historical
Foundation, Dallas Civic Opera, Houston
Museum of Fine Arts

Kinds of support normally considered: General
operating expenses, special projects, matching
gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, artistic merit, management
capability
- 2—Employee involvement, support by
foundations/government, quality of
applications, coordination with similar
groups, board of directors
- 3—Matching grants, size of audience
- 4—Support by other firms
- 5—Publicity value, gifts from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$/a; in kind services and technical assistance,
\$/a

**Local or national awards received for arts
support:** Business in the Arts Award, Received
annually eight times

Avco Corporation **1275 King Street** **Greenwich, CT 06830**

Contributions contact: Owen E. Metzler,
Senior Vice President

Phone: (203) 531-2816

Information year: 1981

Total contributions-all categories: \$256,111

Arts & culture: Total contributions, \$19,209; largest contribution, \$5,000; number of contributions, 15; number of requests, 70

Health & welfare: Total contributions, \$116,034; largest contribution, \$25,000; number of contributions, 30; number of requests, 150

Education: Total contributions, \$24,250; largest contribution, \$5,000; number of contributions, 18; number of requests, est. 50

Civic: Total contributions, \$21,348; largest contribution, \$10,000; number of contributions, 17; number of requests, 30

Other: Total contributions, \$75,270

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Kennedy Center, American Museum of Natural History, National Audubon Society, Lincoln Center, National Corporate Fund for Dance

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value, artistic merit, management capability
- 2—Support by other firms, coordination with similar groups
- 3—Employee involvement, size of audience, quality of applications, board of directors
- 5—Matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Avon Products, Inc.
9 West 57th Street
New York, NY 10019

Foundation/Trust:
Avon Products Foundation, Inc.

Contributions contact: Glenn Clarke, Director, Avon Foundation and Director, Community Affairs

Phone: (212) 593-5200

Information year: 1979

Total contributions-all categories: \$1,400,000

Arts & culture: Total contributions, \$63,000; largest contribution, \$6,000; number of contributions, 57

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, annual report, if available

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities

supported: All types, arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, minority-oriented organizations

Kinds of support normally considered: projects which benefit minorities

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

N.W. Ayer, Inc. New York, NY

Foundation/Trust:

N.W. Ayer Foundation, Inc.
1345 Avenue of the Americas
New York, NY 10105

Contributions contact: Neal W. O'Connor,
President, Foundation

Phone: (609) 799-1933

Information year: 1982

Total contributions-all categories:
\$80,000-\$100,000

Arts & culture: Total contributions, \$5,000; largest contribution, \$3,000; number of contributions, 5; number of requests, 75

Health & welfare: Total contributions, \$4,000; largest contribution, \$4,000; number of contributions, 1; number of requests, 20

Education: Total contributions, \$14,000; largest contribution, \$1,000; number of contributions, 18; number of requests, 30

Civic: Total contributions, \$57,000-\$77,000 (includes social services); largest contribution, \$50,000; number of contributions, 13; number of requests, 75-100

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 25%; plant locations, 75%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: October-November and April-May; meetings held in December and June

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions:
up to 20

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, museums, national organizations

Recent examples of arts contributions recipients: Lincoln Center, Museum of Modern Art

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Quality of applications
- 2—Impact on local community, artistic merit, management capability
- 3—Geographical location, employee involvement
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, board of directors

Arts support other than contributions: In kind services and technical assistance, \$n/a

Bacardi Imports
2100 Biscayne Boulevard
Miami, FL 33137

Contributions contact: Juan Espinosa, Director,
Bacardi Art Gallery

Phone: (305) 573-8511

Information year: 1979

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions:
Home

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio, visual arts/crafts

Kinds of support normally considered:
Corporate art purchases

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)
1—Impact on local community

Bairnco Corporation
200 Park Avenue
New York, NY 10166

Contributions contact: Frank Metzger, Vice President, Administration

Phone: (212) 490-8722

Information year: 19

Total contributions-all categories: n/a

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a

Education: Total contributions, n/a (limited)

Civic: Total contributions, n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Requirements for applications: Narrative/letter

Baker International Corporation
P.O. Box 5500
Orange, CA 92667

Foundation/Trust:
The R.C. Baker Foundation
P.O. Box 6150
Orange, CA 92667

Contributions contact: Frank L. Scott, Vice President

Information year: 1979

Total contributions-all categories: \$1,600,000

Arts & culture: Total contributions, \$58,000; largest contribution, \$10,000; number of contributions, 7

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Application deadline: May 1 and October 1

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list
Weeks required for full review and decisions: 2-6

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts, public TV/radio

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, employee involvement

Recent examples of arts contributions

recipients: Cincinnati Fine Arts Fund, Denver Symphony Orchestra, American Symphony Orchestra League, University of Arkansas Music Scholarship

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Quality of applications

2—Employee involvement

3—Geographical location, artistic merit

4—Management capability

5—Impact on local community, publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, board of directors

Baldwin-United Corporation

1801 Gilbert Avenue
Cincinnati, OH 45202

Foundation/Trust:
Baldwin Foundation

Contributions contact: James E. Schwab, Vice President and Treasurer

Phone: (513) 852-7965

Information year: 1981

Total contributions-all categories: \$121,912

Arts & culture: Total contributions, \$88,466; number of contributions, 39

Geographic areas encompassed by arts contributions: Home office, 57%; plant locations, 18%; special, 25%

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: All types

Baltimore Gas & Electric Company

P.O. Box 1475
Baltimore, MD 21203

Contributions contact: Vernon Strickland, Executive Assistant to the Chairman of the Board

Phone: (301) 234-5312

Information year: 1981

Total contributions-all categories: \$946,545

Arts & culture: Total contributions, \$118,655

Health & welfare: Total contributions, \$557,633

Education: Total contributions, \$143,365

Civic: Total contributions, \$126,892 (includes other)

Scope of information: Corporation only

Geographic areas encompassed by arts

contributions: Home office, plant locations, sales locations, city of Baltimore

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions:
8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Baltimore Symphony Orchestra, Baltimore Opera, Maryland Center for Public Broadcasting, Walters Art Gallery

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms, artistic merit, management capability
- 2—Size of audience, quality of applications, coordination with similar groups, board of directors
- 3—Employee involvement, support by foundations/government
- 4—Publicity value, gifts from individuals
- 5—Matching grants

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Bandag Incorporated
Bandag Center
Muscatine, IA 52761

Contributions contact: Mark Snyder, Vice President, Industrial Relations

Phone: (319) 262-1400

Information year: 1981

Total contributions-all categories: \$128,078

Arts & culture: Total contributions, \$25,710; largest contribution, \$25,000; number of contributions, 5

Health & welfare: Total contributions, \$79,217; largest contribution, \$20,000; number of contributions, 95

Education: Total contributions, \$34,171; largest contribution, \$20,000; number of contributions, 10

Civic: Total contributions, \$13,980; largest contribution, \$10,000; number of contributions, 14

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 82%; plant locations, 18%

Non-home office contributions decisions: Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
Minimum 2

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts

Recent examples of arts contributions recipients: City Art Center, Arts Council

Kinds of support normally considered: Capital projects, special projects

- Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)
2—Geographical location, impact on local
community, employee involvement,
support by other firms, quality of
applications, coordination with similar
groups, management capability
3—Publicity value, gifts from individuals,
artistic merit, board of directors
4—Matching grants, support by
foundations/government
5—Size of audience

Bank of America San Francisco, CA

Foundation/Trust:
BankAmerica Foundation
P.O. Box 37000
Department 3246
San Francisco, CA 94137

Contributions contact: Edward F. Truschke,
Executive Director

Phone: (415) 953-3175

Information year: 1981

Total contributions-all categories: \$8,529,491

Arts & culture: Total contributions, \$947,422;
largest contribution, \$400,000; number of
contributions, est. 100; number of requests,
est. 1,500

Health & welfare: Total contributions,
\$4,024,303

Education: Total contributions, \$2,729,975

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations

Non-home office contributions decisions:
Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement
Weeks required for full review and decisions:
4-6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public
TV/radio, visual arts/crafts, theater,
symphony/chamber orchestra, dance

**Recent examples of arts contributions
recipients:** Lincoln Center, Orange County
Center, San Francisco Ballet, Los Angeles
Philharmonic

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 2—Geographical location, impact on local
community, size of audience, quality of
applications, coordination with similar
groups, artistic merit, management
capability
3—Employee involvement, matching grants,
support by foundations/government, board
of directors
4—Publicity value, support by other firms,
gifts from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$/a; in kind services and technical assistance,
\$/a; equipment, \$/a

**Local or national awards received for arts
support:** Business in the Arts Award, 1980,
Public broadcast of "La Gioconda"

Bank of the Commonwealth
719 Griswold
Detroit, MI 48226

Contributions contact: J. Christopher Black,
Senior Vice President

Phone: (313) 496-6352

Information year: 1981

Total contributions-all categories: \$32,100

Arts & culture: Total contributions, \$1,200;
largest contribution, \$1,000; number of
contributions, 2

Education: Total contributions, \$2,700; largest
contribution, \$1,000; number of contributions,
5

Civic: Total contributions, \$28,200; largest
contribution, \$4,000; number of contributions,
21

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, application form

Weeks required for full review and decisions:
4

ARTS SUPPORT

Recent examples of arts contributions

recipients: Limited to occasional donations to
local theatre or dance troupes

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

1—Geographical location, employee
involvement

Bank of Mississippi
P.O. Drawer 789
One Mississippi Plaza
Tupelo, MS 38801

Contributions contact: Betty Breland,
Administrative Assistant

Phone: (601) 842-6661

Information year: 1981

Total contributions-all categories: \$34,268

Arts & culture: Total contributions, \$1,070;
largest contribution, \$195; number of
contributions, 21

Health & welfare: Total contributions,
\$13,165; largest contribution, \$3,000; number
of contributions, 58

Education: Total contributions, \$4,716; largest
contribution, \$1,850; number of contributions,
18

Civic: Total contributions, \$11,954; largest
contribution, \$1,185; number of contributions,
51

Other: Total contributions, \$3,363; largest
contribution, \$2,500; number of contributions,
33

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 10%; home office,
40%; branch locations, 50%

Annual report on contributions: Yes

Best time to apply: First quarter

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, contributors list

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Community arts, visual arts/crafts

Recent examples of arts contributions recipients: Northeast Mississippi Community Concert Association, West Point Art Council

Kinds of support normally considered: Special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value, size of audience
- 2—Support by other firms, support by foundations/government, quality of applications, gifts from individuals, artistic merit, management capability
- 3—Employee involvement, board of directors
- 4—Matching grants, coordination with similar groups

The Bank Of New York

48 Wall Street
New York, NY 10015

Contributions contact: Robert Goebert, Vice President and Secretary

Phone: (212) 530-1049

Information year: 1981

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: Home office, 80%; branch locations, 20%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions

recipients: Metropolitan Museum of Art, Lincoln Center, Metropolitan Opera, New York Landmarks Conservancy, South Street Seaport Museum

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms, size of audience, management capability
- 2—Publicity value, artistic merit, board of directors
- 3—Employee involvement, support by foundations/government
- 4—Quality of applications, coordination with similar groups
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$25,000 (est.)

Bank of the Southwest

P.O. Box 2629
910 Travis
Houston, TX 77002

Foundation/Trust:

Bank of the Southwest National Foundation

Contributions contact: Glenna M. Wandling, Assistant Vice President, Advertising and Public Relations

Phone: (713) 751-6195

Information year: 1981

Total contributions-all categories: \$292,488

Arts & culture: Total contributions, \$65,360; largest contribution, \$12,000; number of contributions, 18; number of requests, 23

Health & welfare: Total contributions, \$46,330; largest contribution, \$10,000; number of contributions, 50; number of requests, 88

Education: Total contributions, \$43,865; largest contribution, \$8,000; number of contributions, 47; number of requests, 65

Civic: Total contributions, \$22,033; largest contribution, \$2,383; number of contributions, 31; number of requests, 63

Other: Total contributions, \$114,900 (includes \$91,500 to United Way); number of contributions, 18; number of requests, 50

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 95%; Southwest region, 5%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Before October
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, audited statement

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Museum of Fine Arts, Houston Symphony Society, Houston Ballet Academy, Theatre Under The Stars, Houston Chamber Singers

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, board of directors
- 2—Employee involvement, matching grants, size of audience, coordination with similar groups, artistic merit, Customers' requests
- 3—Publicity value, support by foundations/government, quality of applications, management capability
- 4—Support by other firms, gifts from individuals

The Bankers Life **711 High Street** **Des Moines, IA 50307**

Foundation/Trust: **Bankers Life Company** **Charitable Contributions Trust**

Contributions contact: Walter J. Walsh, Vice President, Public Relations

Phone: (515) 247-5098

Information year: 1981

Total contributions-all categories: \$930,072

Arts & culture: Total contributions, \$294,605; largest contribution, \$100,000; number of contributions, 48

Health & welfare: Total contributions, \$102,900; largest contribution, \$40,000; number of contributions, 19

Education: Total contributions, \$259,025; largest contribution, \$71,515; number of contributions, 22

Civic: Total contributions, \$260,292; largest contribution, \$179,000; number of contributions, 22

Other: Total contributions, \$5,250; number of contributions, 6

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Civic Center of Greater Des Moines, Des Moines Science Center, Des Moines Symphony, Des Moines Art Center, Des Moines Ballet Association

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, support by other firms, management capability, board of directors
- 3—Matching grants, artistic merit
- 4—Publicity value, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Bankers Life & Casualty Company

4444 West Lawrence Avenue
Chicago, IL 60630

Contributions contact: Virjean Helmer, Community Relations Coordinator

Phone: (312) 777-7000

Information year: 1982

Total contributions-all categories: \$850,000

Arts & culture: Total contributions, \$15,150; largest contribution, \$8,975; number of contributions, 6

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: Maximum 26

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, performing arts, public TV/radio

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 3—Employee involvement, size of audience, quality of applications, artistic merit, management capability, board of directors
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Bankers Life Nebraska
P.O. Box 81889
Lincoln, NE 68501

Contributions contact: Harold W. Booth,
President and Chief Executive Officer

Phone: (402) 467-1122

Information year: 1981

Total contributions-all categories: \$114,902

Arts & culture: Total contributions, \$33,855;
largest contribution, \$20,000; number of
contributions, 11

Health & welfare: Total contributions,
\$29,714; largest contribution, \$18,000; number
of contributions, 24

Education: Total contributions, \$44,388; largest
contribution, \$24,500; number of contributions,
18

Civic: Total contributions, \$6,945; largest
contribution, \$1,000; number of contributions,
13

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 12%; home office,
88%

Non-home office contributions decisions:
Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, application form, board list,
audited statement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public
TV/radio, visual arts/crafts, theater,
symphony/chamber orchestra, dance

**Recent examples of arts contributions
recipients:** Bankers Life Nebraska 'Artist in
Residence', Nebraska Educational Television,
Nebraska Chamber Orchestra, Lincoln
Children's Theatre, Business Committee for
the Arts

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community, employee
involvement
- 2—Quality of applications, artistic merit
- 3—Geographical location, size of audience,
board of directors
- 5—Publicity value, support by other firms,
support by foundations/government,
coordination with similar groups,
management capability

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

**Local or national awards received for arts
support:** Business in the Arts Award, 1973,
Film "A Time to See"; The Chris, 1974, Film
"A Time to See"; Business in the Arts Award,
1977, Print by Stanley Boxer

Bankers Trust Company
1775 Broadway
New York, NY 10015

Contributions contact: Anne C. Haskel,
Assistant Treasurer

Phone: (212) 977-6227

Information year: 1981

Total contributions-all categories: \$2,300,000

Arts & culture: Total contributions, \$422,000;
largest contribution, \$110,000; number of
contributions, 88; number of requests, 400

Health & welfare: Total contributions, \$614,000; largest contribution, \$350,000; number of contributions, 51; number of requests, 250

Education: Total contributions, \$388,000; largest contribution, \$30,000; number of contributions, 59; number of requests, 150

Civic: Total contributions, \$260,000; largest contribution, \$12,000; number of contributions, 63; number of requests, 200

Other: Total contributions, \$526,000 (urban affairs); largest contribution, \$35,000; number of contributions, 75; number of requests, 300

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Best time to apply: Fall

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, dance, opera

Recent examples of arts contributions recipients: Museum of American Folk Art, Brooklyn Academy of Music (Chamber music concert series on public radio), Carnegie Hall Society, Alliance of Resident Theatres (New York), South Street Seaport

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Publicity value, support by other firms, coordination with similar groups
- 3—Employee involvement, board of directors
- 4—Matching grants, size of audience, gifts from individuals
- 5—Support by foundations/government, quality of applications

Arts support other than contributions: In kind services and technical assistance, \$50,000

Bankers Trust Company, Hudson Valley, NY 17 Market Street Poughkeepsie, NY 12601

Contributions contact: Roark C. Herron,
Administrative Vice President and Controller

Phone: (914) 338-6500

Information year: 1981

Total contributions-all categories: \$27,000

Arts & culture: Total contributions, \$2,250; largest contribution, \$1,000; number of contributions, 3

Health & welfare: Total contributions, \$8,600; largest contribution, \$2,500; number of contributions, 6

Education: Total contributions, \$1,125; largest contribution, \$500; number of contributions, 3

Civic: Total contributions, \$13,790; largest contribution, \$4,840; number of contributions, 8

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 50%; plant locations, 50%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Application deadline: One year prior to funding need

Requirements for applications: Narrative/letter, complete budget, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, performing arts

Recent examples of arts contributions recipients: Ulster County Performing Arts Center, Dutchess County Arts Council, Hudson Valley Philharmonic

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 3—Publicity value, support by other firms, coordination with similar groups, board of directors
- 4—Size of audience, quality of applications, gifts from individuals, artistic merit, management capability
- 5—Matching grants, support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$1,000; in kind services and technical assistance, \$500

Barberg and Associates
307 South Farwell Street
Eau Claire, WI 54701

Contributions contact: W. Warren Barberg, Owner

Phone: (715) 835-5161

Information year: 1980

Total contributions-all categories: \$5,000

Arts & culture: Total contributions, \$50; largest contribution, \$50; number of contributions, 1; number of requests, 2

Health & welfare: Total contributions, \$800; largest contribution, \$500; number of contributions, 4; number of requests, 20

Education: Total contributions, \$200; largest contribution, \$100; number of contributions, 2; number of requests, 3

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No
Annual report planned: No

Best time to apply: December
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums

Recent examples of arts contributions recipients: Chippewa Valley Museum, Remodeled and restored a movie theater to house performing arts and other live entertainment

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Quality of applications, gifts from individuals, artistic merit, management capability, board of directors
- 3—Support by other firms, matching grants, support by foundations/government, size of audience
- 4—Coordination with similar groups
- 5—Employee involvement, publicity value

Battelle Memorial Institute
505 King Avenue
Columbus, OH 43201

Contributions contact: G.C. Heffner, Corporate Director, Community Affairs

Phone: (614) 424-7980

Information year: 1981

Total contributions-all categories: \$844,560; total gifts, 289

Arts & culture: Total contributions, \$93,424; largest contribution, \$11,100

Health & welfare: Total contributions, \$160,106; largest contribution, \$65,000

Education: Total contributions, \$509,688; largest contribution, \$50,000

Civic: Total contributions, \$35,618; largest contribution, \$4,250

Other: Total contributions, \$45,724; largest contribution, \$6,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations, international

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, contributors list

Weeks required for full review and decisions: 2-4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Columbus Symphony Orchestra, Ballet Metropolitan, Opera/Columbus, Columbus Association for the Performing Arts, Columbus Museum of Art

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Impact on local community, support by other firms, size of audience, gifts from individuals, coordination with similar groups, artistic merit, management capability

2—Geographical location, matching grants, board of directors

3—Support by foundations/government, quality of applications

4—Employee involvement, publicity value

Arts support other than contributions: In kind services and technical assistance, \$20,000

Local or national awards received for arts support: Business in the Arts Award, 1979, Columbus Chamber Award, 1979, Columbus Association for the Performing Arts Award, 1974, for support in saving Ohio Theatre

Battle Creek Gas Company
23 East Michigan Mall
Battle Creek, MI 49016

Contributions contact: William J. Thiel, President

Phone: (616) 968-8111

Information year: 1979

Total contributions-all categories: \$16,658

Arts & culture: Total contributions, \$4,109; largest contribution, \$1,518; number of contributions, 11

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: n/a

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, visual arts/crafts

Recent examples of arts contributions

recipients: Battle Creek Civic Art Center, Battle Creek Symphony, Battle Creek 100 Art Competition, Battle Creek United Arts Council, Battle Creek Morning Musical Club

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location

2—Employee involvement

3—Impact on local community, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

4—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1974, Honorable mention

Baxter Travenol Laboratories, Inc.

**One Baxter Parkway
Deerfield, IL 60015**

Contributions contact: Sherry S. Kalan, Manager, Community Relations

Phone: (312) 948-4559

Information year: 1981

Total contributions-all categories: \$1,174,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Support by other firms, size of audience, quality of applications, coordination with similar groups, artistic merit, management capability, board of directors
- 3—Publicity value, matching grants, support by foundations/government
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

**Bell of Pennsylvania
One Parkway
Philadelphia, PA 19102**

Contributions contact: G.A. Wetzel, Vice President, Public Relations and Public Affairs

Phone: (215) 466-3376

Information year: 1981

Total contributions-all categories: \$1,535,000

Arts & culture: Total contributions, \$75,000; largest contribution, \$11,000

Health & welfare: Total contributions, \$1,050,000; largest contribution, \$350,000

Education: Total contributions, \$217,000; largest contribution, \$57,500

Civic: Total contributions, \$100,000; largest contribution, \$25,000

Other: Total contributions, \$93,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Start of fund drive

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions: 2

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Philadelphia Museum of Art, The Philadelphia Orchestra Association, Opera Ebony (Philadelphia), South Central Educational Broadcasting (Hershey, PA), Pittsburgh Symphony Society

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, support by other firms, matching grants, artistic merit, management capability
 - 2—Geographical location, coordination with similar groups
 - 3—Publicity value, support by foundations/government, size of audience, quality of applications, gifts from individuals, board of directors
-

**Bell Laboratories
150 J. F. Kennedy Parkway
Short Hills, NJ 07078**

Contributions contact: Joyce F. Campbell, Head, Contributions and Memberships Department

Phone: (201) 564-4251

Information year: 1981

Total contributions-all categories: \$4,622,427

Arts & culture: Total contributions, \$14,455; largest contribution, \$6,000; number of contributions, 25; number of requests, 70

Health & welfare: Total contributions, \$287,125; largest contribution, \$62,500; number of contributions, 27; number of requests, 42

Education: Total contributions, \$4,273,320 (includes \$3,631,600 in tuition matching grants); largest contribution, \$42,500; number of contributions, 2,823; number of requests, 2,900

Civic: Total contributions, \$17,180; largest contribution, \$2,500; number of contributions, 27; number of requests, 40

Other: Total contributions, \$30,347; number of contributions, 105; number of requests, 177

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 33%; plant locations, 67%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: Yes

Best time to apply: Early in the year
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 8-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Arts Council of the Morris Area, Aviation Hall of Fame, WNET (Public Television), Monmouth Arts Council, Atlanta Arts Alliance

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms, support by foundations/government, size of audience, coordination with similar groups, artistic merit, management capability
- 3—Employee involvement, matching grants, gifts from individuals, board of directors
- 4—Quality of applications
- 5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

The Bendix Corporation
P.O. Box 5060
Bendix Center
Southfield, MI 48037

Foundation/Trust:
The Bendix Foundation

Contributions contact: Lucius Theus,
Corporate Director, Civic Affairs

Phone: (313) 827-5258

Information year: 1981

Total contributions-all categories: \$2,500,000

Arts & culture: Total contributions, \$141,000; largest contribution, \$25,000; number of contributions, 52

Health & welfare: Total contributions, \$712,000; largest contribution, \$42,000; number of contributions, 94

Education: Total contributions, \$1,200,000; largest contribution, \$50,000; number of contributions, 1,143

Civic: Total contributions, \$134,000; largest contribution, \$20,000; number of contributions, 50

Other: Total contributions, \$313,000; largest contribution, \$10,000; number of contributions, 122

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 10%; home office, 50%; plant locations, 40%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: Yes; for 1982

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 8-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Whitney Museum of American Art, Detroit Symphony, Kennedy Center, Michigan Opera Theatre, Music Hall Center for the Performing Arts

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability, board of directors
- 2—Employee involvement, support by other firms, size of audience, coordination with similar groups
- 3—Publicity value
- 4—Matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Berkshire Life Insurance Company

**700 South Street
Pittsfield, MA 01201**

Foundation/Trust: Berkshire Life Charitable Trust

Contributions contact: Richard Whitehead, Senior Vice President

Phone: (413) 499-4321

Information year: 1981

Total contributions-all categories: \$76,080

Arts & culture: Total contributions, \$5,800; largest contribution, \$2,500; number of contributions, 11

Health & welfare: Total contributions, \$7,720; largest contribution, \$2,500; number of contributions, 11

Education: Total contributions, \$13,825; largest contribution, \$5,000; number of contributions, 13

Civic: Total contributions, \$26,735; largest contribution, \$25,000; number of contributions, 8

Other: Total contributions, \$22,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: Early fall
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget
Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Boston Symphony, Shakespeare and Company, Berkshire Ballet, Jacob's Pillow, Berkshire Museum

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Quality of applications, artistic merit
- 3—Support by other firms, management capability, board of directors
- 4—Publicity value, size of audience, coordination with similar groups
- 5—Matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Best Products Richmond, VA

Foundation/Trust:

Best Products Foundation

P.O. Box 26303

Richmond, VA 23260

Contributions contact: Susan L. Butler,
Director, Foundation

Phone: (202) 331-1714

Information year: 1982

Total contributions-all categories: \$740,000

Arts & culture: Total contributions, \$210,000; largest contribution, \$60,000; number of contributions, 40

Health & welfare: Total contributions, \$250,000; largest contribution, \$15,000; number of contributions, hundreds

Education: Total contributions, \$220,000; largest contribution, \$25,000; number of contributions, hundreds

Civic: Total contributions, \$25,000; largest contribution, \$10,000; number of contributions, 10

Other: Total contributions, \$35,000; largest contribution, \$10,000; number of contributions, 10

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 8-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts, public TV/radio, visual arts/crafts, theater

Recent examples of arts contributions recipients: Whitney Museum, Virginia Museum, Metropolitan Museum, Museum of Modern Art, Pennsylvania Museum of Fine Arts

Kinds of support normally considered: Corporate art purchases, special projects, matching gifts, art exhibitions

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Quality of applications, artistic merit, management capability
- 2—Geographical location, support by foundations/government, size of audience
- 3—Impact on local community, matching grants
- 4—Support by other firms
- 5—Employee involvement, publicity value, gifts from individuals, coordination with similar groups, board of directors

**Bethlehem Steel Corporation
Martin Tower
Eighth and Eaton Avenue
Bethlehem, PA 18016**

Contributions contact: George R. Hall,
Manager of Community Affairs

Phone: (215) 694-3131

Information year: 1981

Total contributions-all categories: \$3,000,000
(est.)

Arts & culture: Total contributions, \$100,000
(est.); largest contribution, \$10,000; number of
contributions, est. 60; number of requests, 400

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 30%; home office,
20%; plant locations, 50%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Application deadline: June 30
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public
TV/radio, visual arts/crafts, theater,
symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Historic Bethlehem, Inc., Baltimore
Symphony Orchestra, Albright-Knox Art
Gallery (Buffalo), Community Center for the
Arts (Michigan City), Public Broadcasting
Council of South Central Pennsylvania

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, artistic merit
- 2—Impact on local community, employee
involvement, support by other firms,
coordination with similar groups,
management capability
- 3—Size of audience, quality of applications,
gifts from individuals, board of directors
- 4—Publicity value
- 5—Support by foundations/government

**Bird & Son, Inc., and Bird
Machine Company, Inc.
East and South Walpole, MA**

Foundation/Trust:
**Bird Companies Charitable
Foundation, Inc.**
Washington Street
East Walpole, MA 02032

Contributions contact: Joseph Breiteneicher,
Executive Director, Foundation

Phone: (617) 668-2500 x507

Information year: 1980

Total contributions-all categories: \$572,883

Arts & culture: Total contributions, \$60,130; largest contribution, \$10,000; number of contributions, 26

Health & welfare: Total contributions, \$85,787; largest contribution, \$20,000; number of contributions, 40

Education: Total contributions, \$68,969; largest contribution, \$10,000; number of contributions, 63

Civic: Total contributions, \$148,000; largest contribution, \$30,000; number of contributions, 26

Other: Total contributions, \$209,997 (includes federated drives, environment/natural resources); largest contribution, \$25,000; number of contributions, 67

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Boston Symphony Orchestra, Museum of Fine Arts (Boston), National Trust for Historic Preservation, WGBH (Public Television), Strand Theatre (Shreveport)

Kinds of support normally considered: General operating expenses, special projects, memberships

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement, support by other firms, matching grants, quality of applications, artistic merit, management capability

2—Support by foundations/government, size of audience

3—Gifts from individuals, coordination with similar groups, board of directors

5—Publicity value

Arts support other than contributions: In kind services and technical assistance, \$n/a

Blount, Inc.
P.O. Box 949
4520 Executive Park Drive
Montgomery, AL 36192

Foundation/Trust:
Blount Foundation, Inc.

Contributions contact: D.J. McInnes, President

Phone: (205) 272-8020

Information year: 81-82

Total contributions-all categories: \$536,951

Arts & culture: Total contributions, \$117,063

Health & welfare: Total contributions, \$190,198

Education: Total contributions, \$165,542

Civic: Total contributions, \$48,572

Other: Total contributions, \$15,576

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 50%; home office, 45%; plant locations, 5%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Friends of American Art in Religion, President Ford Library and Museum, Montgomery Museum of Fine Arts, Grand Opera House Inc (Delaware)

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, artistic merit, management capability
- 3—Size of audience, coordination with similar groups
- 4—Publicity value
- 5—Support by other firms, matching grants, support by foundations/government, gifts from individuals, board of directors

Local or national awards received for arts support: Business in the Arts Award, 1980

The Boeing Company

7755 East Marginal Way South
Seattle, WA 98124

Foundation/Trust: **The Boeing Company Charitable Trust**

Contributions contact: Stanley M. Little, Jr., Vice President, Industrial and Public Relations

Phone: (206) 655-2835

Information year: 1981

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 10%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Early fall
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Corporate Council for the Arts, Pacific Northwest Aviation Historical Foundation, Pacific Science Center

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement
- 2—Impact on local community, artistic merit, management capability
- 3—Support by other firms, size of audience, quality of applications, coordination with similar groups
- 4—Board of directors
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

Boise Cascade Corporation
P.O. Box 50
One Jefferson Square
Boise, ID 83728

Contributions contact: Constance Brennan,
Contributions Manager

Phone: (208) 384-7673

Information year: 1981

Total contributions-all categories: \$1,538,000

Arts & culture: Total contributions, \$230,000; largest contribution, \$50,000; number of contributions, 81

Health & welfare: Total contributions, \$515,000; largest contribution, \$30,000

Education: Total contributions, \$445,000; largest contribution, \$32,000

Civic: Total contributions, \$152,000; largest contribution, \$34,000

Other: Total contributions, \$196,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 15%; plant locations, 75%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Application deadline: Prior to bimonthly committee meetings

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: five-year company-named philharmonic scholarship program, performing arts center in Boise, sponsored youth symphony tour to Oregon plant communities, underwrote symphony performance of Aaron Copland's "Wilderness Suite" in plant community, hosted and provided award money for Idaho Watercolor Society's annual membership show (held in headquarters building)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, artistic merit, management capability
- 3—Publicity value, support by other firms, size of audience, quality of applications, coordination with similar groups
- 4—Board of directors
- 5—Matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$50,000 (est.)

Local or national awards received for arts support: Business in The Arts Award, 1981

Borg-Warner Corporation Chicago, IL

Foundation/Trust:
Borg-Warner Foundation, Inc.
200 South Michigan Avenue
Chicago, IL 60604

Contributions contact: William M. Duvall,
President, Foundation

Phone: (312) 322-8656

Information year: 1981

Total contributions-all categories: \$1,415,807

Arts & culture: Total contributions, \$174,500;
largest contribution, \$30,000; number of
contributions, 24

Health & welfare: Total contributions,
\$121,000; largest contribution, \$20,000;
number of contributions, 22

Education: Total contributions, \$516,641
(includes \$206,107 in matching gifts); largest
contribution, \$41,667; number of contributions,
49

Civic: Total contributions, \$361,166 (urban
affairs); largest contribution, \$170,000 (United
Way); number of contributions, 32

Other: Total contributions, \$242,500 (\$48,000
to international, \$120,000 to youth, \$74,500 to
other)

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, .5%; home office,
95%; plant locations, 4.5%

Non-home office contributions decisions: Field

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:

8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, visual
arts/crafts, theater, symphony/chamber
orchestra, dance, film/video, opera

**Recent examples of arts contributions
recipients:** Kuumba Community Theater,
Victory Gardens Theater, Chicago Symphony,
Art Institute of Chicago, Hubbard Street
Dance Company

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement, quality
of applications, management capability
- 2—Size of audience, artistic merit
- 3—Support by other firms, support by
foundations/government, coordination with
similar groups, board of directors
- 4—Publicity value, matching grants
- 5—Gifts from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

**Local or national awards received for arts
support:** Business in the Arts Award, 1976

The Boston Globe Boston, MA 02107

Foundation/Trust:
The Boston Globe Foundation

Contributions contact: George Collins,
Executive Director

Phone: (617) 929-2895

Information year: 1980

Total contributions-all categories: \$450,000

Arts & culture: Total contributions, \$45,000; largest contribution, \$5,000; number of contributions, 10-15; number of requests, 30

Geographic areas encompassed by arts contributions: Home office, Greater Boston and state of Massachusetts

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: February
Written guidelines available: Yes

Requirements for applications: Complete budget, IRS letter, application form, board list
Weeks required for full review and decisions: 9

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: several metropolitan Boston museums, several arts programs in Massachusetts schools, public television, New England Conservatory of Music

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by foundations/government, artistic merit, management capability, board of directors
- 2—Employee involvement, matching grants
- 5—Publicity value, support by other firms, size of audience, quality of applications, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Bristol-Myers Company **345 Park Avenue** **New York, NY 10154**

Foundation/Trust: **The Bristol-Myers Fund**

Contributions contact: Marilyn L. Gruber, Manager, Corporate Contributions

Phone: (212) 546-4331

Information year: 1981

Total contributions-all categories: \$5,276,028

Arts & culture: Total contributions, \$368,400; largest contribution, \$65,000; number of contributions, 68

Health & welfare: Total contributions, \$3,028,238; largest contribution, \$200,000

Education: Total contributions, \$1,186,438; largest contribution, \$50,000

Civic: Total contributions, \$493,770; largest contribution, \$50,000

Other: Total contributions, \$199,182

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: January-September for following calendar year

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, symphony/chamber orchestra

Recent examples of arts contributions

recipients: Lincoln Center, American Museum of Natural History, National Corporate Fund for Dance, Evansville Arts & Educational Council, WNET (Public Television)

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability, financial stability
- 2—Employee involvement, size of audience, board of directors
- 3—Support by other firms, quality of applications, coordination with similar groups
- 4—Matching grants, support by foundations/government
- 5—Publicity value, gifts from individuals

British Aerospace Inc.

13850 McLearen Road
Herndon, VA 22070

Contributions contact: W.T. Biggs, Chairman,
Contributions Committee

Phone: (703) 435-9100

Information year: 1981

Total contributions-all categories: \$32,425

Civic: Total contributions, \$4,410; largest contribution, \$2,810; number of contributions, 8

Other: Total contributions, \$28,015; largest contribution, \$20,000; number of contributions, 9

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: n/a

ARTS SUPPORT

Kinds of arts organizations/activities

supported: All types

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, board of directors
- 3—Publicity value, support by other firms, matching grants, support by foundations/government, size of audience, management capability
- 4—Quality of applications, gifts from individuals, coordination with similar groups, artistic merit

The Broadview Savings and Loan Company

6000 Rockside Woods Boulevard
Cleveland, OH 44131

Contributions contact: R. Stewart McKnight,
Vice President

Phone: (216) 447-1900

Information year: 1981

Total contributions-all categories: \$60,597

Arts & culture: Total contributions, \$3,050; largest contribution, \$1,500; number of contributions, 8

Health & welfare: Total contributions, \$48,706; largest contribution, \$45,000; number of contributions, 6

Education: Total contributions, \$1,100; largest contribution, \$1,000; number of contributions, 2

Civic: Total contributions, \$6,850; largest contribution, \$4,000; number of contributions, 5

Other: Total contributions, \$891

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home, Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: October-December

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: musical arts, Karamu House, Cleveland Playhouse, Beck Center, Cleveland Ballet

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by foundations/government
- 2—Quality of applications, coordination with similar groups, management capability, board of directors
- 3—Employee involvement, publicity value, support by other firms, size of audience, artistic merit
- 4—Gifts from individuals
- 5—Matching grants

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Brockway Glass Company, Inc.

**McCullough Avenue
Brockway, PA 15824**

**Foundation/Trust:
Brockway Glass Company
Foundation**

Contributions contact: William H. Weed, Corporate Treasurer

Phone: (814) 268-3015

Information year: 1979

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home

Annual report on contributions: Yes
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: IRS letter

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, national organizations, performing arts

Recent examples of arts contributions

recipients: Lincoln Center, Souhegan Theatre Council, Pittsburgh Symphony Society, Five Civilized Tribes Museum

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications
- 2—Artistic merit, management capability, board of directors
- 3—Publicity value, size of audience
- 4—Support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Brown Group Inc. St. Louis, MO

Foundation/Trust:

**Brown Group Inc. Charitable
Trust and George Warren Brown
Foundation**

8400 Maryland Avenue
St. Louis, MO 63105

Contributions contact: Hiram S. Liggett, Jr.,
Treasurer

Phone: (314) 854-4120

Information year: 1981

Total contributions-all categories: \$856,600

Arts & culture: Total contributions, \$79,000;
largest contribution, \$35,375; number of
contributions, 8

Health & welfare: Total contributions,
\$292,000; largest contribution, \$145,000;
number of contributions, 10

Education: Total contributions, \$261,000;
largest contribution, \$35,000; number of
contributions, 38

Civic: Total contributions, \$170,000; largest
contribution, \$13,000; number of contributions,
65

Other: Total contributions, \$54,600

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, 98%; plant
locations, 1%; sales locations, 1%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Complete
budget, IRS letter, board list, contributors list,
audited statement

Weeks required for full review and decisions:
4-8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public
TV/radio, visual arts/crafts, theater,
symphony/chamber orchestra, dance,
film/video, opera

Recent examples of arts contributions

recipients: Arts and Education Council, St.
Louis Symphony

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value, matching grants, support by foundations/government, size of audience, management capability, board of directors
- 2—Employee involvement, coordination with similar groups, artistic merit
- 3—Support by other firms, gifts from individuals
- 5—Quality of applications

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Brunswick Corporation Skokie, IL

Foundation/Trust:

Brunswick Foundation

1 Brunswick Plaza

Skokie, IL 60077

Contributions contact: Raymond E. Hartstein, Administrator, Foundation

Phone: (312) 470-4645

Information year: 1981

Total contributions-all categories: \$750,000

Arts & culture: Total contributions, \$40,200; largest contribution, \$16,000; number of contributions, 25; number of requests, 160

Health & welfare: Total contributions, \$151,350; largest contribution, \$8,000; number of contributions, 78; number of requests, 498

Education: Total contributions, \$404,216; largest contribution, \$25,000; number of contributions, 335; number of requests, 510

Civic: Total contributions, \$132,835; largest contribution, \$28,000; number of contributions, 49; number of requests, 176

Other: Total contributions, \$21,399

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 61%; home office, 16%; plant locations, 23%

Non-home office contributions decisions: Foundation

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Community arts, museums, public TV/radio, symphony/chamber orchestra

Recent examples of arts contributions

recipients: Art Institute of Chicago, Field Museum, Museum of Science and Industry, Arts and Education Council, WTTW(Channel 11) and public television

Kinds of support normally considered: General operating expenses, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, matching grants
- 2—Employee involvement, artistic merit, management capability
- 3—Quality of applications
- 5—Geographical location, publicity value, support by other firms, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, board of directors

Bucyrus-Erie Company
P.O. Box 56
South Milwaukee, WI 53172

Foundation/Trust:
Bucyrus-Erie Foundation, Inc.

Contributions contact: D. L. Strawderman,
Manager, Foundation

Phone: (414) 768-5007

Information year: 1982

Total contributions-all categories: \$400,000

Arts & culture: Total contributions, \$45,650;
largest contribution, \$27,500; number of
contributions, 9

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement
Weeks required for full review and decisions:
4-6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio

**Recent examples of arts contributions
recipients:** United Performing Arts Fund, Inc.,
Milwaukee Art Center, Milwaukee Public
Museum, Channel 10/36 (Public Television),
Milwaukee Ballet Company

Kinds of support normally considered: Capital
projects, special projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, support by other firms
 - 2—Impact on local community, management capability, board of directors
 - 3—Employee involvement, matching grants
 - 4—Artistic merit
 - 5—Publicity value, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups
-
-

Buffalo Forge Company
490 Broadway
Buffalo, NY 14204

Information year: 1981

Total contributions-all categories: \$84,245

Arts & culture: Total contributions, \$12,850;
largest contribution, \$10,000; number of
contributions, 6

Health & welfare: Total contributions, \$7,300;
largest contribution, \$7,000; number of
contributions, 4

Education: Total contributions, \$12,650; largest
contribution, \$10,000; number of contributions,
6

Civic: Total contributions, \$49,095; largest
contribution, \$44,572; number of contributions,
7

Other: Total contributions, \$2,350; largest
contribution, \$600; number of contributions, 7

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: n/a

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Albright-Knox Art Gallery, Buffalo Philharmonic, Studio Arena Theatre

Kinds of support normally considered: General operating expenses, capital projects

Bulova Watch Company, Inc. **Bulova Park** **Flushing, NY 11370**

Contributions contact: Danny Brucker, Manager, Public Relations

Phone: (212) 335-6000

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 2-3

Burlington Industries, Inc. **P.O. Box 21207** **Greensboro, NC 27407**

Foundation/Trust: **Burlington Industries Foundation**

Contributions contact: Charles A. McLendon, Executive Director, Foundation

Phone: (919) 379-2441

Information year: 1981

Total contributions-all categories: \$2,418,520

Arts & culture: Total contributions, \$88,750; largest contribution, \$15,000; number of contributions, 32; number of requests, est. 150-200

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home, Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, financial status of project

Weeks required for full review and decisions: 9-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, symphony/chamber orchestra

Recent examples of arts contributions recipients: Weatherspoon Gallery, Lincoln Center, North Carolina Symphony, North Carolina Museum of History Associates, arts councils

Kinds of support normally considered: Capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Support by other firms, quality of applications, coordination with similar groups, management capability
- 3—Employee involvement, support by foundations/government, size of audience, artistic merit
- 4—Board of directors
- 5—Publicity value, matching grants, gifts from individuals

Burlington Northern, Inc. Seattle, WA

Foundation/Trust:
Burlington Northern Foundation
1111 Third Avenue
Seattle, WA 98101

Contributions contact: Donald North,
President, Foundation

Phone: (206) 625-6794

Information year: 1981

Total contributions-all categories: \$2,646,001

Arts & culture: Total contributions, \$522,465; largest contribution, \$100,000; number of contributions, 72

Health & welfare: Total contributions, \$117,300; largest contribution, \$25,000

Education: Total contributions, \$902,210; largest contribution, \$251,810

Civic: Total contributions, \$84,225 (includes other); largest contribution, \$60,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: IRS letter, application form

Weeks required for full review and decisions: 4-16

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Fargo-Moorhead Community Theatre, Minnesota Orchestral Association, Corporate Council for the Arts (Seattle), Tacoma Actors Guild, Yellowstone Art Center

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms, size of audience, gifts from individuals, artistic merit, management capability
- 2—Coordination with similar groups
- 3—Employee involvement, support by foundations/government
- 5—Publicity value, matching grants, quality of applications, board of directors

Arts support other than contributions: Tickets, \$2,000

Burndy Corporation Richards Avenue Norwalk, CT 06856

Contributions contact: Donald F. Keating,
Vice President, Personnel and Industrial Relations

Phone: (203) 838-4444 x378

Information year: 1981

Total contributions-all categories: \$35,800 (est.)

Arts & culture: Total contributions, \$2,000

Health & welfare: Total contributions, \$5,000

Education: Total contributions, \$11,000

Civic: Total contributions, \$11,800 (includes hospital support)

Other: Total contributions, \$1,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 51%; plant locations, 49%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Application deadline: October

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, application form, board list

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, performing arts, public TV/radio

Recent examples of arts contributions

recipients: Palace of Performing Arts (Norwalk), Norwalk Arts Program, Norwalk Municipal Arts Program, Performers of Connecticut

Kinds of support normally considered: Special projects, scholarships

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, quality of applications, artistic merit, management capability, board of directors

2—Impact on local community

3—Coordination with similar groups

4—Publicity value

5—Employee involvement, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals

Burroughs Wellcome Co.
3030 Cornwallis Road
Research Triangle Park, NC
27709

Foundation/Trust:
The Burroughs Wellcome Fund

Contributions contact: Joan Guilkey,
Contributions Administrator

Phone: (919) 541-9090

Information year: 1981

Total contributions-all categories: est. \$700,000 in cash and \$1,500,000 in products (corporation), \$1,376,824 (foundation)

Arts & culture: Total contributions, est. \$80,000 (corporation); largest contribution, \$20,000; number of contributions, est. 50; number of requests, est. 200

Health & welfare: Total contributions, est. \$200,000 (corporation), \$797,047 (foundation); largest contribution, \$15,000 (corporation), \$200,000 (foundation); number of contributions, est. 100 (corporation), 50 (foundation); number of requests, est. 400 (corporation), 250 (foundation)

Education: Total contributions, est. \$310,000 (corporation), \$401,886 (foundation); largest contribution, \$36,300 (corporation), \$150,000 (foundation); number of contributions, est. 750 (corporation), 30 (foundation); number of requests, est. 1200 (corporation), 100 (foundation)

Civic: Total contributions, est. \$80,000 (corporation); largest contribution, \$10,000; number of contributions, est. 150; number of requests, est. 250

Other: Total contributions, est. \$30,000 (corporation), \$85,076 (foundation); number of contributions, est. 50 (corporation), 15 (foundation); number of requests, est. 150 (corporation), 150 (foundation)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 75%; plant locations, 25%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: Durham Arts Council, North Carolina Museum of Art, North Carolina Symphony

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, quality of applications
- 2—Impact on local community, size of audience, coordination with similar groups, artistic merit
- 3—Employee involvement, publicity value, gifts from individuals, management capability, board of directors
- 4—Support by other firms, support by foundations/government
- 5—Matching grants

Arts support other than contributions: In kind services and technical assistance, \$n/a

Local or national awards received for arts support: Phillips Award, 1980, honorable mention; Governors Business Award in Arts & Humanities, 1981, Business in the Arts Award, 1980

Butler Manufacturing Company Kansas City, MO

Foundation/Trust:
Butler Manufacturing Company Foundation
P.O. Box 917
Kansas City, MO 64141

Contributions contact: Monroe Taliaferro, Vice President and Trustee

Phone: (816) 968-3208

Information year: 1981

Total contributions-all categories: \$845,000

Arts & culture: Total contributions, \$171,000; largest contribution, \$50,000; number of contributions, 28

Health & welfare: Total contributions, \$200,000; largest contribution, \$45,000; number of contributions, 42

Education: Total contributions, \$203,000; largest contribution, \$33,000; number of contributions, 122

Civic: Total contributions, \$265,000; largest contribution, \$33,000; number of contributions, 74

Other: Total contributions, \$6,000; largest contribution, \$1,500; number of contributions, 4

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Best time to apply: Quarterly

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Performing Arts Foundation (Kansas City), Kansas City Ballet Association, Kansas City Arts Council, Knox-Galesburg Symphony, Actors Guild of Parkersburg

Kinds of support normally considered: General operating expenses, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, matching grants, size of audience, artistic merit, management capability, board of directors
- 3—Support by other firms, quality of applications, gifts from individuals, coordination with similar groups
- 5—Publicity value, support by foundations/government

Arts support other than contributions: In kind services and technical assistance, \$n/a

Local or national awards received for arts support: Kansas City Arts Council Business-Arts Award, 1982

CBS, Inc.
51 West 52nd Street
New York, NY 10019

Foundation/Trust:
CBS Foundation

Contributions contact: Helen M. Brown, Director, Corporate Contributions

Phone: (212) 975-5791

Information year: 1981

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, visual arts/crafts

Recent examples of arts contributions recipients: Metropolitan Museum of Art, Lincoln Center, Kennedy Center, St. Louis Arts and Education Fund, Circle In The Square

Kinds of support normally considered: General operating expenses, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Artistic merit
- 2—Management capability
- 3—Geographical location, impact on local community, publicity value, quality of applications, gifts from individuals, board of directors
- 4—Support by other firms

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

CIGNA Corporation Hartford, CT 06152

Contributions contact: Barbara V. Zbell,
Manager of Contributions

Phone: (203) 726-4674

Information year: 1981

Total contributions-all categories: \$4,752,480

Arts & culture: Total contributions, \$468,495

Health & welfare: Total contributions,
\$1,709,690

Education: Total contributions, \$1,726,192

Civic: Total contributions, \$848,103

**Geographic areas encompassed by arts
contributions:** National, 50%; home office,
50%

Non-home office contributions decisions:
Home

Annual report on contributions: Yes

Best time to apply: Early fall

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
contributors list, audited statement

Weeks required for full review and decisions:
4-6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Wadsworth Atheneum, Greater
Hartford Arts Council, Philadelphia Orchestra,
Pennsylvania Ballet, Lincoln Center

Kinds of support normally considered: Special
projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, employee involvement, matching grants
- 2—Publicity value, support by other firms
- 3—Support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

The CNA Insurance Companies CNA Plaza Chicago, IL 60685

Contributions contact: Susan Britton,
Community Relations Manager

Phone: (312) 822-5000

Information year: 19

Total contributions-all categories: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%; greater
Chicago area

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Early in year
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 4-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Chicago Opera Theatre, Latino-Chicago Theatre Company—Victory Gardens, Chicago Symphony Orchestra, Chicago City Theatre Company, Goodman Theatre

Kinds of support normally considered: Special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, publicity value, artistic merit, management capability
- 3—Matching grants, size of audience, coordination with similar groups, board of directors
- 5—Support by other firms, support by foundations/government, quality of applications, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

CSX Corporation **1500 Federal Reserve Building** **Richmond, VA 23219**

Contributions contact: Raymond P. Szabo, Assistant Vice President, Corporate Services

Phone: (804) 782-1439

Information year: 1982

Total contributions-all categories: \$3,000,000

Arts & culture: Total contributions, 30%

Health & welfare: Total contributions, 20%

Education: Total contributions, 30%

Civic: Total contributions, 20%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Greater Louisville Fund for the Arts, Virginia Museum Foundation, WJCT (Jacksonville Public Television), Murray-Calloway (KY) County Community Theatre Arts, Inc.

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, matching grants, size of audience, quality of applications, artistic merit, management capability, board of directors
- 2—Publicity value, support by foundations/government, gifts from individuals, coordination with similar groups
- 4—Support by other firms

Arts support other than contributions: Project support through advertising/public relations, \$n/a

CT Corporation System New York, NY

Foundation/Trust:
**The Oakleigh L. Thorne
Foundation**
1633 Broadway
New York, NY 10019

Contributions contact: Oakleigh B. Thorne,
President

Phone: (212) 246-5070

Information year: 1981

Total contributions-all categories: \$234,450

Scope of information: Foundation only

Geographic areas encompassed by arts
contributions: National, 50%; home office,
45%; plant locations, 5%

Non-home office contributions decisions: Field

Annual report on contributions: Yes

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Museums, performing arts

Recent examples of arts contributions
recipients: American Composers Concerts, Art
Institute of Chicago, Dallas Repertory Theatre,
Lawyers for the Creative Arts, Marin
Symphony Association

Kinds of support normally considered: General
operating expenses

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

2—Employee involvement

3—Impact on local community, artistic merit,
board of directors

4—Quality of applications

5—Geographical location, publicity value,
support by other firms, matching grants,
support by foundations/government, size of
audience, gifts from individuals,
coordination with similar groups,
management capability

Cabot Corporation Boston, MA

Foundation/Trust:
**Cabot Corporation Foundation,
Inc.**
125 High Street
Boston, MA 02110

Contributions contact: Ruth C. Scheer,
Executive Director, Foundation

Phone: (617) 423-6000

Information year: 1981

Total contributions-all categories: \$1,164,493

Arts & culture: Total contributions, 7%

Education: Total contributions, 45%

Civic: Total contributions, 37%

Other: Total contributions, 12%

Scope of information: Foundation only

Geographic areas encompassed by arts
contributions: Home office, plant locations

Non-home office contributions decisions:
Home, Home and field jointly

Annual report on contributions: Yes

Application deadline: February 1, May 1,
August 1, November 1

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Boston Museum of Fine Arts, Boston Symphony Orchestra, Ohio Ballet (Akron), Carson County Square House Museum (TX), Sunrise Cultural Center (Charleston, WV)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)
1—Geographical location, impact on local community, quality of applications, management capability
2—Employee involvement, publicity value, size of audience, artistic merit
3—Coordination with similar groups
4—Support by other firms, support by foundations/government, board of directors
5—Matching grants, gifts from individuals

Caesars World, Inc.
1801 Century Park East
Suite 2600
Los Angeles, CA 90067

Contributions contact: J. Terrence Lanni, President

Phone: (213) 552-2711

Information year: 1981

Total contributions-all categories: \$764,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 56%; home office, 44%

Non-home office contributions decisions: Home and field jointly

Best time to apply: Prior to June 1

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, contributors list

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Los Angeles Ballet, Playons State Theatre, Meadows Playhouse

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)
1—Quality of applications
2—Geographical location, impact on local community, artistic merit, management capability, board of directors
3—Employee involvement, publicity value, coordination with similar groups
4—Support by other firms, size of audience

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Cal Gas Corporation
P.O. Box 28397
8401 Gerber Road
Sacramento, CA 95828

Contributions contact: A.F. Riedel, Vice President, Public Affairs and Office Services

Phone: (916) 428-7010

Information year: 1982

Total contributions-all categories: \$26,250

Arts & culture: Total contributions, \$9,600; largest contribution, \$5,000; number of contributions, 7

Health & welfare: Total contributions, \$6,850; largest contribution, \$2,000; number of contributions, 15

Education: Total contributions, \$2,475; largest contribution, \$850; number of contributions, 6

Civic: Total contributions, \$6,575; largest contribution, \$800; number of contributions, 22

Other: Total contributions, \$750; largest contribution, \$100; number of contributions, 8

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 15%; home office, 85%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 3

ARTS SUPPORT

Recent examples of arts contributions recipients: symphony, historical museum building fund, ballet

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Impact on local community

2—Geographical location, quality of applications, gifts from individuals, management capability

3—Employee involvement, matching grants, coordination with similar groups, artistic merit, board of directors

4—Publicity value, support by other firms, support by foundations/government, size of audience

Arts support other than contributions: Project support through advertising/public relations, \$2,000

California and Hawaiian Sugar Company

**1 California Street
San Francisco, CA 94111**

Foundation/Trust:

The C & H Charitable Trust

Contributions contact: Joseph C. Jaeger, President

Phone: (415) 772-3946

Information year: 1981

Total contributions-all categories: \$106,000

Arts & culture: Total contributions, \$7,100; largest contribution, \$1,000; number of contributions, 15; number of requests, 100

Health & welfare: Total contributions, \$72,600; largest contribution, \$30,000; number of contributions, 20; number of requests, 800

Education: Total contributions, \$20,400; largest contribution, \$6,150; number of contributions, 12; number of requests, 150

Civic: Total contributions, \$5,900; largest contribution, \$3,500; number of contributions, 9; number of requests, 150

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 73%; plant locations, 27%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Quarterly

Written guidelines available: Yes

Requirements for applications: Application form

Weeks required for full review and decisions:
8-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: KQED (Public Television), San Francisco Opera, San Francisco Symphony, Oakland Ballet, Oakland Museum

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, management capability
- 3—Support by other firms, size of audience, artistic merit
- 4—Board of directors
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Campbell Soup Company Campbell Place Camden, NJ 08101

**Foundation/Trust:
Campbell Soup Fund**

Contributions contact: Jeremiah F. O'Brien,
Director, Community Relations

Phone: (609) 964-4000

Information year: 1981

Total contributions-all categories: \$2,045,000
(est.)

Arts & culture: Total contributions, \$253,000;
largest contribution, \$10,000; number of
contributions, 35

Health & welfare: Total contributions,
\$622,000; largest contribution, \$210,000

Education: Total contributions, \$782,000;
largest contribution, \$40,000

Civic: Total contributions, \$75,000; largest
contribution, \$10,000

Other: Total contributions, \$313,000

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 10%; home office,
plant locations, 20%; international, 60%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list

Weeks required for full review and decisions:
3-4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera, art schools

Recent examples of arts contributions recipients: Philadelphia Museum of Art, Philadelphia Ballet, Paper Mill Theater (NJ), WHYY (Public Television), Opera Company of Philadelphia

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 3—Support by other firms, size of audience, artistic merit, management capability, board of directors
- 4—Support by foundations/government, gifts from individuals
- 5—Employee involvement, publicity value, matching grants, quality of applications, coordination with similar groups

The Capitol Life Insurance Company

**1600 Sherman Street
Denver, CO 80203**

Contributions contact: Gary H. Kimball, Vice President, Human Resources

Phone: (303) 861-4065

Information year: 1982

Total contributions-all categories: \$32,000

Arts & culture: Total contributions, \$1,900; largest contribution, \$500; number of contributions, 6; number of requests, est. 20

Health & welfare: Total contributions, \$24,700; largest contribution, \$5,000; number of contributions, 20; number of requests, est. 50

Education: Total contributions, \$3,000; largest contribution, \$500; number of contributions, 10; number of requests, est. 50

Other: Total contributions, \$2,400; number of contributions, 20; number of requests, est. 100

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: First quarter

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: Up to 12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, museums, performing arts, public TV/radio, symphony/chamber orchestra, dance

Recent examples of arts contributions

recipients: Denver Art Museum, Denver Symphony, Denver Children's Museum, Colorado Contemporary Dance, Colorado Philharmonic Orchestra

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit
- 2—Size of audience, quality of applications
- 3—Support by other firms, matching grants, support by foundations/government, management capability, board of directors
- 5—Publicity value, gifts from individuals, coordination with similar groups

Carolina Power & Light Company

**P.O. Box 1551
411 Fayetteville Street
Raleigh, NC 27602**

Contributions contact: Albert L. Morris, Vice President, Corporate Communications

Phone: (919) 836-6216

Information year: 1979

Total contributions-all categories: \$283,000

Arts & culture: Total contributions, \$8,000; largest contribution, \$5,000; number of contributions, 18

Health & welfare: Total contributions, \$79,950; largest contribution, \$20,000

Education: Total contributions, \$196,605; largest contribution, \$25,000

Civic: Total contributions, \$9,476; largest contribution, \$5,000

Other: Total contributions, \$7,070

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Company service area, 100%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, board list, contributors list
Weeks required for full review and decisions: 14

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts

Recent examples of arts contributions recipients: North Carolina Symphony Society, North Carolina Museum of Art Foundation, American Dance Festival, Florence Little Theater, Asheville Community Theater

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms
- 3—Employee involvement, size of audience, coordination with similar groups, management capability, board of directors
- 5—Publicity value, matching grants, support by foundations/government, quality of applications, gifts from individuals, artistic merit

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Carolina Telephone and Telegraph Company

720 Western Boulevard
Tarboro, NC 27886

Contributions contact: G.T. Pate, Director, Corporate Communications

Phone: (919) 823-9245

Information year: 1982

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Operating area, 100%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Application deadline: October 1

Written guidelines available: No

Requirements for applications: Narrative/letter, contributors list

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, film/video

Kinds of support normally considered: General operating expenses, capital projects, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community
- 2—Employee involvement, support by other firms, size of audience
- 3—Publicity value, quality of applications, management capability, board of directors
- 4—Matching grants, support by foundations/government, artistic merit
- 5—Gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Carpenter Technology Corporation

**P.O. Box 662
Reading, PA 19603**

**Foundation/Trust:
Carpenter Technology Corporation Foundation**

Contributions contact: W.J. Pendleton,
Director, Corporate Affairs

Phone: (215) 371-2214

Information year: 1981

Total contributions-all categories: \$405,188

Arts & culture: Total contributions, \$5,250;
largest contribution, \$1,000; number of
contributions, 14

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Community arts, museums,
performing arts, public TV/radio, theater,
film/video

**Recent examples of arts contributions
recipients:** Wyomissing Institute of Fine Arts,
Penn State University-Berks Summer Theatre,
Historical Society of Berks County, Reading
Musical Foundation, Bynden Wood Music
Association

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, employee involvement
 - 2—Matching grants, quality of applications
 - 3—Support by other firms, artistic merit, management capability
 - 4—Publicity value, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, board of directors
-

Carson Pirie Scott & Company Chicago, IL

**Foundation/Trust:
Carson Pirie Scott Foundation
One South State Street
Chicago, IL 60603**

Contributions contact: Kathleen M. Byrnes,
Director, Foundation

Phone: (312) 744-2025

Information year: 1981

Total contributions-all categories: \$241,650

Arts & culture: Total contributions, \$15,850; largest contribution, \$3,000; number of contributions, 16; number of requests, 66

Health & welfare: Total contributions, \$182,445; largest contribution, \$3,000; number of contributions, 27; number of requests, 116

Education: Total contributions, \$36,155; largest contribution, \$9,145; number of contributions, 23; number of requests, 103

Civic: Total contributions, \$5,500; largest contribution, \$2,000; number of contributions, 6; number of requests, 16

Other: Total contributions, \$1,700; number of contributions, 12

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 97%; plant locations, 3%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, performing arts, public TV/radio, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Art Institute of Chicago, Chicago Symphony Orchestra, Lyric Opera of Chicago, Ravinia Festival Association, Field Museum of Natural History

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, management capability

2—Employee involvement, publicity value, support by other firms, support by foundations/government, size of audience, quality of applications, coordination with similar groups

3—Artistic merit, board of directors

5—Matching grants, gifts from individuals

Carter Hawley Hale Stores, Inc.

**550 South Flower Street
Los Angeles, CA 90071**

Contributions contact: Jeanette McElwee, Coordinator, Corporate Contributions

Phone: (213) 620-0150

Information year: 1981

Total contributions-all categories: \$2,128,678

Arts & culture: Total contributions, \$392,372; largest contribution, \$50,000; number of contributions, 150

Health & welfare: Total contributions, \$1,047,686

Education: Total contributions, \$345,888

Civic: Total contributions, \$313,723

Other: Total contributions, \$29,009

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 30%; sales locations, 60%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: Summer

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 8-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Wolf Trap, Los Angeles County Museum of Art, Virginia Center for the Performing Arts, South Coast Repertory Theatre, Dallas Civic Opera

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, size of audience, artistic merit, management capability
- 2—Geographical location, employee involvement, publicity value, matching grants, coordination with similar groups, board of directors
- 3—Support by other firms, quality of applications
- 4—Support by foundations/government
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Centerre Bank N.A. One Centerre Plaza St. Louis, MO 63101

Foundation/Trust: Centerre Bank N.A. Charitable Trust

Contributions contact: Alfred H. Kerth, III, Assistant Vice President, Community Affairs

Phone: (314) 554-6873

Information year: 1980

Total contributions-all categories: \$561,446

Arts & culture: Total contributions, \$77,541

Health & welfare: Total contributions, \$264,870

Education: Total contributions, \$160,730

Civic: Total contributions, \$47,983

Other: Total contributions, \$10,322

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 95%; affiliates, 5%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Arts and Education Fund, St. Louis Symphony, St. Louis Art Museum

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Support by other firms, size of audience, gifts from individuals, coordination with similar groups, artistic merit, board of directors
- 3—Employee involvement, publicity value
- 5—Matching grants, support by foundations/government, quality of applications

Centex Corporation
4600 Republic Bank Tower
Dallas, TX 75248

Contributions contact: D.L. Smith, Vice President

Phone: (214) 931-3232

Information year: 1982

Total contributions-all categories: \$50,000

Arts & culture: Total contributions, \$10,000; largest contribution, \$4,000; number of contributions, 10; number of requests, 100

Health & welfare: Total contributions, \$10,000; largest contribution, \$4,000; number of contributions, 15; number of requests, 25

Education: Total contributions, \$10,000; largest contribution, \$1,500; number of contributions, 5; number of requests, 5

Civic: Total contributions, \$10,000; largest contribution, \$3,000; number of contributions, 30; number of requests, 100

Other: Total contributions, \$10,000; largest contribution, \$1,000; number of contributions, 25; number of requests, 100

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 95%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, contributors list

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Dallas Theater Center, Dallas Museum of Fine Arts, Dallas Summer Musicals, Dallas Ballet

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit
- 2—Support by other firms, size of audience
- 3—Employee involvement, management capability, board of directors
- 4—Publicity value
- 5—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Central Hudson Gas & Electric Corporation
284 South Avenue
Poughkeepsie, NY 12601

Contributions contact: Paul J. Ganci, Vice President, Customer Services

Phone: (914) 452-2000

Information year: 81-82

Total contributions-all categories: \$139,085

Arts & culture: Total contributions, \$2,000

Health & welfare: Total contributions, \$115,852

Education: Total contributions, \$5,800

Civic: Total contributions, \$15,433

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Fourth quarter

Written guidelines available: No

Requirements for applications: n/a

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: Capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Impact on local community

2—Geographical location, employee involvement, coordination with similar groups, management capability

3—Support by other firms, size of audience

4—Matching grants, support by foundations/government, quality of applications, gifts from individuals, artistic merit, board of directors

5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Central Maine Power Company Edison Drive Augusta, ME 04336

Contributions contact: Norman J. Temple,
Vice President

Phone: (207) 623-3521

Information year: 1981

Total contributions-all categories: \$59,565

Arts & culture: Total contributions, \$2,500; largest contribution, \$2,500; number of contributions, 1

Health & welfare: Total contributions, \$50,940; largest contribution, \$3,000; number of contributions, est. 63

Education: Total contributions, \$2,500; largest contribution, \$1,500; number of contributions, est. 2

Civic: Total contributions, \$2,750; largest contribution, \$2,000; number of contributions, est. 3

Other: Total contributions, \$825; largest contribution, \$250; number of contributions, est. 7

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 65%; plant locations, 35%

Non-home office contributions decisions: Field, Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Before January

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, contributors list

Weeks required for full review and decisions: 8-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Public TV/radio

Recent examples of arts contributions recipients: WCBB (Public Television capital drive prior to 1981), Portland Museum of Art (one-time gift)

Kinds of support normally considered: Capital projects (public television only)

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 5—Employee involvement, publicity value, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

Central Pacific Corporation
P.O. Box 5500
1325 19th Street
Bakersfield, CA 93388

Contributions contact: Anne Cesare, Second Vice President and Public and Corporate Relations Director

Phone: (805) 861-5396

Information year: 1981

Total contributions-all categories: \$17,800

Arts & culture: Total contributions, \$10,000; largest contribution, \$2,000; number of contributions, 30; number of requests, 100

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: January and June
Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter, application form, audited statement
Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, performing arts, visual arts/crafts

Recent examples of arts contributions recipients: Bakersfield Community Theatre, Dorian Society, California State-Bakersfield, Fresno Arts Center, Kern Philharmonic

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, publicity value, size of audience
- 2—Geographical location, support by other firms, quality of applications, management capability, board of directors
- 3—Employee involvement, gifts from individuals, coordination with similar groups, artistic merit
- 4—Matching grants, support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Central Soya Company, Inc.
Fort Wayne, IN

Foundation/Trust:
Central Soya Foundation, Inc.
1300 Fort Wayne National Bank Building
Fort Wayne, IN 46802

Contributions contact: John B. Palmer, Assistant Treasurer and Assistant Secretary

Phone: (219) 425-5236

Information year: 1981

Total contributions-all categories: \$431,948

Arts & culture: Total contributions, \$34,350; largest contribution, \$20,000; number of contributions, 5

Health & welfare: Total contributions, \$48,375; largest contribution, \$25,000; number of contributions, 12

Education: Total contributions, \$149,465; largest contribution, \$18,500; number of contributions, 30

Civic: Total contributions, \$198,783; largest contribution, \$25,500; number of contributions, 91

Other: Total contributions, \$975; number of contributions, 3

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 97%; plant locations, 3%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts

Recent examples of arts contributions recipients: Ft. Wayne Fine Arts Foundation, Allen County Historical Museum, Historic Ft. Wayne (fort)

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, artistic merit

2—Support by other firms, matching grants, coordination with similar groups, management capability, board of directors

5—Employee involvement, publicity value, support by foundations/government, size of audience, quality of applications, gifts from individuals

Cessna Aircraft Company Wichita, KS

Foundation/Trust:

Cessna Foundation

P.O. Box 1521

Wichita, KS 67201

Contributions contact: D.R. Edwards, Secretary

Phone: (316) 685-9111

Information year: 1981

Total contributions-all categories: \$350,000

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a

Education: Total contributions, n/a

Civic: Total contributions, n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Champion International Corporation

**One Champion Plaza
Stamford, CT 06921**

**Foundation/Trust:
The Champion International
Foundation**

Contributions contact: Thomas H. Latimer,
Manager, Policies and Contributions

Phone: (203) 358-7656

Information year: 1981

Total contributions-all categories: \$2,700,000

Arts & culture: Total contributions, \$492,000;
largest contribution, \$169,000; number of
contributions, 83

Health & welfare: Total contributions,
\$1,010,500 includes \$692,000 to United Way);
largest contribution, \$85,000

Education: Total contributions, \$575,500;
largest contribution, \$25,000

Civic: Total contributions, \$539,000; largest
contribution, \$20,000

Other: Total contributions, \$83,000

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 28%; home office,
20%; plant and sales locations, 52%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: August-September
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts councils/united arts funds,
literature, museums, national organizations,
performing arts, public TV/radio, visual
arts/crafts

**Recent examples of arts contributions
recipients:** Lincoln Center, Boston Museum of
Fine Arts, Hartman Theater, Walker Art
Center, Hirshhorn Museum

Kinds of support normally considered: General
operating expenses, corporate art purchases,
special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location
- 2—Impact on local community, employee
involvement, artistic merit, management
capability
- 3—Support by other firms, size of audience,
quality of applications, coordination with
similar groups, board of directors
- 4—Publicity value, matching grants, support
by foundations/government, gifts from
individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a

Champion Products Inc. 3141 Monroe Avenue Rochester, NY 14618

Contributions contact: Roger J. Vallecorse,
Vice President, Employee Relations

Phone: (716) 385-3200 x307

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations, sales locations

Non-home office contributions decisions:
Home

Annual report on contributions: No

Application deadline: July of preceding year

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8-12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions

recipients: GeVa Philharmonic (Rochester), Eastman School of Music, Rochester Museum

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Publicity value, matching grants, coordination with similar groups, artistic merit, management capability, board of directors
- 3—Employee involvement, size of audience
- 4—Quality of applications
- 5—Support by other firms, support by foundations/government, gifts from individuals

Charter Medical Corporation **P.O. Box 209** **Macon, GA 31298**

Contributions contact: Ann Eisemann,
Corporate Relations Coordinator

Phone: (912) 742-1161

Information year: 1981

Total contributions-all categories: \$120,000

Arts & culture: Total contributions, \$8,500; largest contribution, \$5,000; number of contributions, 10; number of requests, 10

Health & welfare: Total contributions, \$20,650; largest contribution, \$15,000; number of contributions, 15; number of requests, 20

Education: Total contributions, \$37,000; largest contribution, \$20,000; number of contributions, 35; number of requests, 40

Civic: Total contributions, \$40,000; largest contribution, \$10,000; number of contributions, 55; number of requests, 60

Other: Total contributions, \$13,850; largest contribution, \$5,000; number of contributions, 20; number of requests, 30

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 5%; home office, 90%; plant locations, 5%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions

recipients: Macon Area Community Theater, Macon Arts Council, Middle Georgia Symphony Orchestra, Macon Civic Chorale, Museum of Arts and Sciences (Macon)

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Quality of applications, artistic merit

2—Geographical location, impact on local community, management capability

3—Matching grants, board of directors

4—Employee involvement

5—Publicity value, support by other firms, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

**The Chase Manhattan Bank,
N.A.**

**1 Chase Manhattan Plaza
New York, NY 10081**

Contributions contact: John R. Meekin,
Director of Philanthropic Activities

Phone: (212) 552-4411

Information year: 1981

Total contributions-all categories: \$6,559,335

Arts & culture: Total contributions, \$761,976;
largest contribution, \$100,000; number of
contributions, 79; number of requests, est.
1000

Health & welfare: Total contributions,
\$1,393,500; largest contribution, \$700,000;
number of contributions, 47; number of
requests, est. 200

Education: Total contributions, \$1,959,762;
largest contribution, \$500,000; number of
contributions, 92; number of requests, est. 400

Civic: Total contributions, \$322,500; largest
contribution, \$62,500; number of contributions,
27; number of requests, est. 100

Other: Total contributions, \$2,121,597; number
of contributions, 350; number of requests, est.
1000

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 1%; home office, 99%

Non-home office contributions decisions:

Home and field jointly

Annual report on contributions: Yes

Best time to apply: December-January

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:

At least 8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, visual
arts/crafts, theater, symphony/chamber
orchestra, dance, opera

Recent examples of arts contributions

recipients: Brooklyn Academy of Music,
Museum of Modern Art, Metropolitan Museum
of Art, Lower Manhattan Cultural Council,
National Corporate Fund for Dance

Kinds of support normally considered: General
operating expenses, corporate art purchases,
special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

**1—Geographical location, impact on local
community, size of audience, quality of
applications, artistic merit, management
capability, sound fiscal management**

**2—Employee involvement, publicity value,
support by foundations/government, board
of directors**

**3—Support by other firms, gifts from
individuals, coordination with similar
groups**

5—Matching grants

**Local or national awards received for arts
support:** Business in the Arts Award, 1980,
1982

Chemical Bank
277 Park Avenue
New York, NY 10017

Contributions contact: Marian Z. Stern,
Director of Corporate Contributions

Phone: (212) 310-7549

Information year: 1981

Total contributions-all categories: \$2,550,000

Arts & culture: Total contributions, \$409,000;
largest contribution, \$50,000; number of
contributions, 58; number of requests, 230

Health & welfare: Total contributions,
\$1,583,000 (includes civic); largest
contribution, \$50,000; number of contributions,
52; number of requests, 365

Education: Total contributions, \$558,000 (not
including matching gifts); largest contribution,
\$30,000; number of contributions, 29; number
of requests, 147

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%; emphasis
on New York City

Non-home office contributions decisions:
operating units outside of New York City

Annual report on contributions: No

Annual report planned: Yes; for 1982

Best time to apply: January-September
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement,
biographies

Weeks required for full review and decisions:
8-12

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, performing arts, public TV/radio,
visual arts/crafts, theater, symphony/chamber
orchestra, dance, film/video, opera

**Recent examples of arts contributions
recipients:** Playwrights Horizons, American
Museum of Natural History, Lincoln Center,
New York Shakespeare Festival, Battery
Dance Company

Kinds of support normally considered: General
operating expenses, special projects, matching
gifts, 1:1 to cultural organizations, 2:1 option
(\$200 per employee)

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, quality of applications, artistic
merit, management capability, fiscal
management
- 2—Support by other firms, support by
foundations/government, size of audience,
board of directors
- 3—Employee involvement, matching grants,
gifts from individuals, coordination with
similar groups
- 4—Publicity value

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

**Local or national awards received for arts
support:** Encore Award, 1978, 1981

**Chesapeake and Potomac
Telephone Company**
1710 H Street, NW
Washington, DC 20006

Contributions contact: Ruth Caine, Director,
Corporate Contributions

Phone: (202) 392-8623

Information year: 1981

Total contributions-all categories: \$2,437,171

Arts & culture: Total contributions, \$210,965; largest contribution, \$15,000

Health & welfare: Total contributions, \$1,482,627; largest contribution, \$379,000

Education: Total contributions, \$569,457

Civic: Total contributions, \$174,122 (includes other)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations, operating locations in Maryland, Virginia, West Virginia and Washington DC

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Prior to October 1

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: WETA (Public Television), National Symphony Orchestra, Cultural Alliance of Greater Washington, Baltimore Museum of Art, Arena Stage

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location

2—Impact on local community, support by other firms, artistic merit, management capability

3—Employee involvement, publicity value, support by foundations/government, size of audience, quality of applications, coordination with similar groups

4—Matching grants, gifts from individuals, board of directors

Chesebrough-Pond's Inc.

33 Benedict Place

Greenwich, CT 06830

Contributions contact: Janet L. Hooper, Manager, Corporate and Social Responsibility

Phone: (203) 625-1801

Information year: 19

Total contributions-all categories: n/a

Scope of information: Corporation only

Non-home office contributions decisions: Home, plant managers subject to home office approval

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, national organizations, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video

Recent examples of arts contributions recipients: Kennedy Center, American Shakespeare Theatre ("Shakespeare for Children"), American Museum of Natural History, Lincoln Center, National Corporate Fund for Dance

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects, matching gifts

Local or national awards received for arts support: Business in the Arts Award, 1978, 1982, for "Bridge to the Arts" program (Metropolitan Museum and New York City Board of Education) for high school students

Chevron U.S.A. Inc.
P.O. Box 7753
595 Market Street
San Francisco, CA 94120

Contributions contact: Don Jones, Manager, Education, Arts, Institutional Advertising, Public Affairs Department

Phone: (415) 894-3539

Information year: 1981

Total contributions-all categories: \$21,700,000

Arts & culture: Total contributions, \$4,381,983; largest contribution, \$2,524,500; number of contributions, 398

Health & welfare: Total contributions, \$5,442,652; largest contribution, \$850,000; number of contributions, 936

Education: Total contributions, \$7,314,394; largest contribution, \$250,000; number of contributions, 792

Civic: Total contributions, \$943,449; largest contribution, \$150,000; number of contributions, 252

Other: Total contributions, \$2,628,126 (includes foreign, international relations and private initiatives); largest contribution, \$421,000; number of contributions, 357

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: San Francisco Symphony, San Francisco Performing Arts Center, Fine Arts Museum of San Francisco, Berkeley Repertory Theatre, Los Angeles Opera Repertory Theatre

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, management capability, fiscal stability
- 2—Publicity value, support by other firms, quality of applications, board of directors
- 3—Employee involvement, support by foundations/government, coordination with similar groups
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1982 (and on six earlier occasions)

Chioke International Corporation
200 Park Avenue
New York, NY 10166

Contributions contact: John H. Chen, Vice President, Management

Phone: (212) 986-6961

Information year: 1981

Total contributions-all categories: \$20,000

Arts & culture: Total contributions, \$5,000; largest contribution, \$4,000

Health & welfare: Total contributions, none

Education: Total contributions, none

Civic: Total contributions, n/a

Other: Total contributions, n/a (includes sports)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, international

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, literature, museums, performing arts, theater, symphony/chamber orchestra, dance, development and cultural education of underprivileged minorities

Recent examples of arts contributions recipients: Harlem Philharmonia Society

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Management capability

2—Impact on local community, support by other firms, quality of applications, gifts from individuals

3—Coordination with similar groups, artistic merit

4—Board of directors

5—Geographical location, employee involvement, publicity value, matching grants, support by foundations/government, size of audience

Chrysler Corporation
Highland Park, MI

Foundation/Trust:

Chrysler Corporation Fund

P.O. Box 1919

Detroit, MI 48288

Contributions contact: Thomas E. Metezier, Director, Government Relations

Phone: (313) 956-2564

Information year: 1981

Total contributions-all categories: \$1,942,645

Arts & culture: Total contributions, \$75,075; largest contribution, \$27,500

Health & welfare: Total contributions, \$1,106,055; largest contribution, \$690,000

Education: Total contributions, \$342,689; largest contribution, \$58,000

Civic: Total contributions, \$397,125; largest contribution, \$200,000

Other: Total contributions, \$96,776

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, symphony/chamber orchestra, dance

Recent examples of arts contributions

recipients: Detroit Symphony, Music Hall for the Performing Arts, Meadowbrook Music Festival, Everson Museum of Art, Michigan Foundation for the Arts

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, support by other firms
- 2—Employee involvement, artistic merit, management capability, board of directors
- 3—Impact on local community
- 4—Publicity value, support by foundations/government, quality of applications, coordination with similar groups
- 5—Matching grants, size of audience, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

Chubb Life Insurance Company of America One Granite Place Concord, NH 03301

Contributions contact: Fredrick H. Condon,
Vice President and Secretary

Phone: (603) 224-7741

Information year: 1981

Total contributions-all categories: \$45,730

Arts & culture: Total contributions, \$4,000

Health & welfare: Total contributions, \$7,150

Education: Total contributions, \$9,500

Civic: Total contributions, \$3,675

Other: Total contributions, \$21,405 (includes \$10,480 matching gifts)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Application deadline: Before February

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, board list, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, national organizations, performing arts, public TV/radio

Recent examples of arts contributions

recipients: New Hampshire Symphony, New Hampshire Historical Society, Currier Art Gallery, Granite State Radio

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Matching grants, quality of applications, gifts from individuals
- 3—Employee involvement, size of audience, coordination with similar groups, artistic merit, management capability, board of directors
- 4—Publicity value, support by other firms, support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$800; in kind services and technical assistance, \$400

Cincinnati Bell, Inc.
201 East Fourth Street
Room 525
Cincinnati, OH 45202

Contributions contact: C.W. Wright,
Community Relations Manager

Phone: (513) 397-2251

Information year: 1981

Total contributions-all categories: \$228,500

Arts & culture: Total contributions, \$22,025; largest contribution, \$17,600; number of contributions, 7

Health & welfare: Total contributions, \$168,775; largest contribution, \$150,000; number of contributions, 18

Education: Total contributions, \$23,100; largest contribution, \$2,500; number of contributions, 11

Civic: Total contributions, \$11,700; largest contribution, \$10,000; number of contributions, 10

Other: Total contributions, \$2,900

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: October

Written guidelines available: Yes

Requirements for applications: Narrative/letter, contributors list

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, public TV/radio

Recent examples of arts contributions recipients: Cincinnati Fine Arts Fund

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms, management capability
- 2—Size of audience, coordination with similar groups, artistic merit
- 3—Quality of applications, board of directors
- 4—Employee involvement, publicity value, gifts from individuals
- 5—Matching grants, support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$n/a; Tickets purchased, \$3,157

Local or national awards received for arts support: Post-Corbett Award, 1981, for support of local artists in decorating new headquarters building

Cincinnati Gas & Electric Company
P.O. Box 960
Cincinnati, OH 45201

Contributions contact: Lloyd W. Baldwin,
Manager, Public Affairs

Phone: (513) 632-2226

Information year: 1981

Total contributions-all categories: \$523,120

Arts & culture: Total contributions, \$41,085; largest contribution, \$37,500; number of contributions, 6; number of requests, est. 25

Health & welfare: Total contributions, \$307,880; largest contribution, \$234,000, number of contributions, 17; number of requests, est. 75

Education: Total contributions, \$92,981; largest contribution, \$20,000; number of contributions, 25; number of requests, est. 30

Civic: Total contributions, \$79,909; largest contribution, \$35,000; number of contributions, 32; number of requests, est. 50

Other: Total contributions, \$1,265; largest contribution, \$1,000; number of contributions, 4; number of requests, est. 20

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 1.4%; home office, 98.6%

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Summer
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions:
10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Cincinnati Fine Arts Fund, Peterloo Ballet Festival, Cincinnati Arts Consortium, Cincinnati Museum of Natural History

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, coordination with similar groups, board of directors
- 2—Employee involvement, support by other firms, management capability
- 3—Publicity value, size of audience, artistic merit
- 4—Support by foundations/government, quality of applications
- 5—Matching grants, gifts from individuals

Citibank, N.A. 399 Park Avenue New York, NY 10043

Contributions contact: C. Elizabeth Howland,
Assistant Vice President

Phone: (212) 559-5358

Information year: 1981

Total contributions-all categories: \$3,814,000

Arts & culture: Total contributions, \$748,265; largest contribution, \$150,000; number of contributions, 119 (not including matching gifts)

Health & welfare: Total contributions, \$274,548; largest contribution, \$50,000; number of contributions, 42 (not including matching gifts)

Education: Total contributions, \$1,089,431; largest contribution, \$60,000; number of contributions, 73 (not including matching gifts)

Civic: Total contributions, \$923,306; largest contribution, \$108,235; number of contributions, 100

Other: Total contributions, \$778,450; largest contribution, \$650,000; number of contributions, 24

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 6%; home office, 78%; plant locations, 16%

Non-home office contributions decisions:
Home (large requests), field (small requests),
home and field (large requests to field)

Annual report on contributions: Yes

Application deadline: March: museums; June:
performing arts; September: arts service
organizations and public broadcasting, zoos,
botanical gardens

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement

Weeks required for full review and decisions:
13

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera, on a local level to arts councils/united arts funds, community arts and literature

Recent examples of arts contributions recipients: New York Shakespeare Festival, Lincoln Center, Houston Grand Opera, Metropolitan Museum of Art, Ballet Hispanico (New York)

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, size of audience, artistic merit, management capability
- 2—Geographical location, employee involvement, publicity value, quality of applications, board of directors
- 3—Coordination with similar groups
- 5—Support by other firms, matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a; second-hand furniture, \$27,000

Local or national awards received for arts support: Business in the Arts Award, 1981, for support of the New York Shakespeare Festival and the New York Philharmonic; Encore Award, 1980

Citizens Savings Bank and Citizens Trust Company Providence, RI

Foundation/Trust:
Citizens Charitable Foundation
870 Westminster Street
Providence, RI 02903

Contributions contact: D. Faye Sanders,
Trustee and Principal Manager

Phone: (401) 456-7285

Information year: 1982

Total contributions-all categories: \$200,000

Arts & culture: Total contributions, \$10,000; largest contribution, \$2,000; number of contributions, 9; number of requests, 15

Health & welfare: Total contributions, \$121,000; largest contribution, \$97,500; number of contributions, 12

Education: Total contributions, \$42,450; largest contribution, \$10,000; number of contributions, 18

Civic: Total contributions, \$15,000; largest contribution, \$2,000; number of contributions, 12

Other: Total contributions, \$11,550; largest contribution, \$3,500; number of contributions, 7

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: State of Rhode Island, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: September-December

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 8-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Trinity Square Repertory Theatre, Ocean State Performing Arts Center, Providence Opera Theatre, Rhode Island School of Design Museum of Art, Rhode Island Black Heritage Society

Kinds of support normally considered: Capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, coordination with similar groups, artistic merit
- 2—Size of audience, management capability, neighborhood-based audience
- 3—Publicity value, support by other firms, gifts from individuals
- 4—Employee involvement, support by foundations/government, board of directors
- 5—Matching grants

Arts support other than contributions: Project support through advertising/public relations, \$35,000; in kind services and technical assistance, \$30,000; ticket purchases, \$20,000

Citizens and Southern Georgia Corporation

**35 Broad Street, NW
Atlanta, GA 30399**

**Foundation/Trust:
The Citizens and Southern Fund, Inc.**

Contributions contact: James M. Belford, Senior Vice President

Phone: (404) 581-3379

Information year: 1981

Total contributions-all categories: \$700,000

Arts & culture: Total contributions, \$50,000; largest contribution, \$25,000; number of contributions, 10

Education: Total contributions, \$150,000; largest contribution, \$100,000

Geographic areas encompassed by arts contributions: company service area

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Atlanta Arts Alliance, Atlanta Arts Festival, Inc.

Kinds of support normally considered: Capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, matching grants
- 2—Employee involvement
- 3—Size of audience
- 4—Support by other firms, management capability
- 5—Publicity value, support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, board of directors

Arts support other than contributions: In kind services and technical assistance, \$n/a

Clark Equipment Company Circle Drive Buchanan, MI 49107

Contributions contact: Patricia Whelan,
Secretary to Corporate Contributions
Committee

Phone: (616) 697-8000

Information year: 1981

Total contributions-all categories: \$245,000

Arts & culture: Total contributions, \$5,560

Health & welfare: Total contributions, \$55,278

Education: Total contributions, \$88,170

Civic: Total contributions, \$46,700

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: WNIT (Public Television), Andrews University Radio (classical programs)

Kinds of support normally considered: Capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications
- 2—Matching grants, size of audience, artistic merit, management capability
- 3—Employee involvement
- 4—Publicity value, support by other firms, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

The Cleveland Electric Illuminating Company P.O. Box 5000 55 Public Square Cleveland, OH 44101

Foundation/Trust:
**The Cleveland Electric
Illuminating Foundation**

Contributions contact: Frank A. Kender,
Chairman, Contributions Committee

Phone: (216) 622-9800

Information year: 1981

Total contributions-all categories: \$721,818

Arts & culture: Total contributions, \$27,500; largest contribution, \$10,000; number of contributions, 16

Health & welfare: Total contributions, \$403,407; largest contribution, \$320,660; number of contributions, 23

Education: Total contributions, \$216,166; largest contribution, \$100,000; number of contributions, 31

Civic: Total contributions, \$68,745; largest contribution, \$16,000; number of contributions, 79

Other: Total contributions, \$6,000; largest contribution, \$1,500; number of contributions, 12

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Service area (Northeast Ohio), 100%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Fall
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, Financial Support Review Committee approval of the Greater Cleveland Growth Association

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Musical Arts Association, Cleveland Playhouse Square Association, Great Lakes Shakespeare Festival, Cleveland Ballet, Cleveland Opera

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, impact on local community, quality of applications

2—Employee involvement, size of audience, artistic merit, management capability

3—Support by other firms, matching grants, support by foundations/government, coordination with similar groups, board of directors

4—Gifts from individuals

5—Publicity value

The Clorox Company Oakland, CA

Foundation/Trust:
**The Clorox Company
Foundation**
P.O. Box 24305
Oakland, CA 94623

Contributions contact: , Contributions Administrator

Phone: (415) 271-7747

Information year: 1981

Total contributions-all categories: \$625,055;
total gifts, 494

Arts & culture: Total contributions, \$83,340;
largest contribution, \$20,000

Health & welfare: Total contributions, \$270,930 (includes youth); largest contribution, \$79,815 (United Way)

Education: Total contributions, \$161,608;
largest contribution, \$16,735

Civic: Total contributions, \$91,453; largest contribution, \$10,000

Other: Total contributions, \$17,724 (includes plant area)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 96%; plant locations, 4%

Non-home office contributions decisions: Field, Home and field jointly

Annual report on contributions: No

Annual report planned: Yes; for Summer 1981

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: Berkeley Repertory Theater, Black Filmmakers Hall of Fame, Oakland Symphony Orchestra, KQED, Inc., National Minority Military Museum

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, management capability
- 2—Geographical location, employee involvement, artistic merit
- 3—Matching grants, size of audience, quality of applications, board of directors
- 4—Publicity value, support by foundations/government, coordination with similar groups
- 5—Support by other firms

Arts support other than contributions: Project support through advertising/public relations, \$10,300; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1980

Clow Corporation
1211 West 22nd Street
Oak Brook, IL 60521

Foundation/Trust:
Clow Foundation

Contributions contact: R.K. Phelps, Vice President, Human Resources and Secretary

Phone: (312) 325-6000

Information year: 1979

Total contributions-all categories: \$104,000

Arts & culture: Total contributions, \$4,550; largest contribution, \$1,000; number of contributions, 10

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Non-home office contributions decisions: Home, Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: 4-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, management capability
- 2—Size of audience
- 3—Support by foundations/government, board of directors
- 4—Quality of applications
- 5—Publicity value, support by other firms, matching grants, gifts from individuals, coordination with similar groups, artistic merit

**Coleman Company, Inc.
Wichita, KS**

**Foundation/Trust:
Coleman Charitable Trust
250 North St. Francis Avenue
Wichita, KS 67201**

Contributions contact: G. Lawrence Keller,
Secretary, Coleman Charitable Trust

Phone: (316) 261-3211

Information year: 1982

Total contributions-all categories:
\$200,000-\$250,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, plant locations, communities where company has employees

Non-home office contributions decisions:
Home and field jointly, home office for capital grants

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: IRS letter, contributors list, budget (for capital proposals)
Weeks required for full review and decisions:
12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Wichita Symphony, Wichita Community Arts Council, Somerset Arts Council, Cedar City (Utah) YMCA, Redmond (WA) Boy Scouts

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, support by other firms, management capability
- 2—Quality of applications, artistic merit, board of directors
- 3—Support by foundations/government, coordination with similar groups
- 5—Publicity value, matching grants, size of audience, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$60,000 (heating and air conditioning equipment manufactured by the company)

**College Point Savings Bank
122-03 14th Avenue
College Point, NY 11356**

Contributions contact: Wilbur Harlin,
Executive Vice President and Secretary

Information year: 1981

Total contributions-all categories: \$5,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, sales locations

Non-home office contributions decisions:
Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:

1

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, literature, symphony/chamber orchestra

Recent examples of arts contributions

recipients: Queens Symphony, Queens Council for The Arts, "Reading is Fun" (arts education)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, impact on local community

2—Publicity value

3—Employee involvement, quality of applications, management capability, board of directors

4—Support by other firms, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, artistic merit

5—Matching grants

Arts support other than contributions: Project support through advertising/public relations, \$200

**Collins & Aikman
Corporation**
210 Madison Avenue
New York, NY 10016

Contributions contact: John J. Rogan, Director of Corporate Relations

Phone: (212) 578-1227

Information year: 1981

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions:

Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Early in year

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 3-4

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions

recipients: Lincoln Center, Arts and Science Council (Charlotte), Associates of Channel 13 (New York Public Television), Metropolitan Museum of Art, North Carolina Symphony

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

2—Geographical location, impact on local community, employee involvement, artistic merit, management capability

3—Support by foundations/government, size of audience, quality of applications, board of directors

4—Publicity value, support by other firms, matching grants, gifts from individuals, coordination with similar groups

**Colorado Interstate Gas
Company**
P.O. Box 1087
Colorado Springs, CO 80944

Contributions contact: John T. Baker, Vice President

Phone: (303) 473-2300 x421

Information year: 1981

Total contributions-all categories: \$120,000

Arts & culture: Total contributions, \$25,000; largest contribution, \$10,000; number of contributions, 15; number of requests, est. 50

Health & welfare: Total contributions, \$35,000; largest contribution, \$20,000; number of contributions, 15; number of requests, est. 60

Education: Total contributions, \$24,000; largest contribution, \$10,000; number of contributions, 10; number of requests, est. 25

Civic: Total contributions, \$9,000; largest contribution, \$1,500; number of contributions, 10; number of requests, est. 20

Other: Total contributions, \$27,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 75%; plant locations, 25%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Prior to September for next calendar year

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, board list, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/units, arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Colorado Springs Community Center, Denver Art Museum, Colorado Springs Fine Arts Center, Colorado Opera Festival, Colorado Springs Symphony

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, support by other firms
- 3—Coordination with similar groups, artistic merit, management capability, board of directors
- 5—Publicity value, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Colt Industries Inc.
New York, NY

Foundation/Trust:
**Colt Industries Charitable
Foundation**
430 Park Avenue
New York, NY 10022

Contributions contact: John F. Campbell, Vice President, Public Relations

Phone: (212) 940-0565

Information year: 1981

Total contributions-all categories: \$600,000

Arts & culture: Total contributions, 20%

Health & welfare: Total contributions, 35%

Education: Total contributions, 30%

Civic: Total contributions, 10%

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: Fall

Written guidelines available: No

Requirements for applications: Narrative/letter,
IRS letter, contributors list, audited statement
Weeks required for full review and decisions:
4-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Metropolitan Museum of Art, Lincoln Center, National Corporate Fund for Dance, Pittsburgh Symphony, Greater Hartford Arts Council

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Size of audience, quality of applications, board of directors
- 3—Employee involvement, support by foundations/government
- 4—Support by other firms, coordination with similar groups
- 5—Publicity value, matching grants, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

Commercial Shearing, Inc.

P.O. Box 239

Youngstown, OH 44501

Foundation/Trust:

Commercial Shearing Foundation

Contributions contact: C. B. Cushwa III,
Secretary

Phone: (216) 746-8011

Information year: 1979

Total contributions-all categories: \$113,942

Arts & culture: Total contributions, \$5,417;
largest contribution, \$1,667; number of
contributions, 6

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement
Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts

Recent examples of arts contributions recipients: Youngstown Playhouse, Youngstown Symphony Society, Butler Institute of American Art

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Support by other firms, quality of applications, board of directors
- 3—Size of audience, management capability
- 4—Artistic merit
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: In kind services and technical assistance, \$n/a

Compo Industries, Inc.
125 Roberts Road
Waltham, MA 02254

Contributions contact: Robert J. Cobuzzi, Vice President and Chief Financial Officer

Phone: (617) 899-3000

Information year: 1981

Total contributions-all categories: \$25,000

Arts & culture: Total contributions, \$2,000; largest contribution, \$1,000; number of contributions, 3; number of requests, 20

Health & welfare: Total contributions, \$8,000; largest contribution, \$5,000; number of contributions, 5; number of requests, 25

Education: Total contributions, \$10,000; largest contribution, \$3,000; number of contributions, 10; number of requests, 30

Civic: Total contributions, \$3,000; largest contribution, \$1,000; number of contributions, 10; number of requests, 40

Other: Total contributions, \$2,000; largest contribution, \$500; number of contributions, 15; number of requests, 30

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 70%; home office, 25%; plant locations, 5%

Non-home office contributions decisions:

Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, application form

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Museum of Science, Museum of Fine Arts, Boston Opera Company

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, coordination with similar groups, management capability
- 2—Quality of applications
- 3—Artistic merit, board of directors
- 4—Publicity value, support by other firms
- 5—Matching grants, support by foundations/government, size of audience

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Compton Advertising, Inc.
625 Madison Avenue
New York, NY 10022

Contributions contact: Gerald Germain, Senior Vice President and Chief Financial Officer

Phone: (212) 350-1773

Information year: 1982

Total contributions-all categories: \$55,000

Arts & culture: Total contributions, \$2,100; largest contribution, \$1,000; number of contributions, 4

Health & welfare: Total contributions, \$2,300; largest contribution, \$500; number of contributions, 5

Education: Total contributions, \$5,615; largest contribution, \$2,500; number of contributions, 4

Civic: Total contributions, \$13,800; largest contribution, \$4,000; number of contributions, 11

Other: Total contributions, \$31,185 (United Fund); largest contribution, \$25,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, board list

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Metropolitan Museum of Art, New York Public Library, Carnegie Hall, Lincoln Center

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

2—Employee involvement, size of audience, quality of applications, artistic merit

3—Geographical location, impact on local community, management capability, board of directors

4—Publicity value, matching grants, support by foundations/government

5—Support by other firms, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$5,000

Congress Financial Corporation

**1133 Avenue of the Americas
New York, NY 10036**

Contributions contact: Robert I. Goldman, President

Phone: (212) 840-2000

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, state of New York

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, board list, will only respond to their clients' requests

Weeks required for full review and decisions: 1

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, literature, performing arts, public TV/radio, theater, dance

Recent examples of arts contributions recipients: Potter's Field (Shakespeare productions), New York City Ballet

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Quality of applications
- 2—Impact on local community, employee involvement, publicity value, board of directors
- 3—Artistic merit, management capability
- 4—Gifts from individuals, coordination with similar groups
- 5—Geographical location, support by other firms, matching grants, support by foundations/government, size of audience

Conoco Inc. High Ridge Park Stamford, CT 06904

Contributions contact: Henry G. Corey,
Director, University Relations and Corporate Contributions

Phone: (203) 329-2300

Information year: 1981

Total contributions-all categories: \$6,820,900
(U.S. only)

Arts & culture: Total contributions,
\$1,824,600; number of contributions, est. 150

Health & welfare: Total contributions,
\$904,300; number of contributions, est. 600

Education: Total contributions, \$2,716,000;
number of contributions, 650

Civic: Total contributions, \$926,000; number
of contributions, est. 300

Other: Total contributions, \$450,000; number
of contributions, est. 200

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant
locations, 60%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: Yes

Best time to apply: May-June

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united
arts funds, community arts, literature,
museums, national organizations, performing
arts, public TV/radio, theater,
symphony/chamber orchestra, dance,
film/video, opera, art schools

Recent examples of arts contributions recipients: Combined Arts Corporate
Campaign (Houston), Lyric Theatre (Houston),
Smithsonian Institution, Pittsburgh Ballet
Theatre, Oklahoma Summer Arts Institute

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local
community, artistic merit, management
capability
- 2—Publicity value, quality of applications,
board of directors
- 3—Employee involvement, support by other
firms, support by foundations/government
- 4—Size of audience
- 5—Gifts from individuals, coordination with
similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Consolidated Aluminum Corporation
P.O. Box 14448
St. Louis, MO 63178

Contributions contact: Harry M. Dillon, Vice President, Public Affairs

Phone: (314) 851-2293

Information year: 1981

Total contributions-all categories: \$193,890

Arts & culture: Total contributions, \$87,042; largest contribution, \$86,754

Health & welfare: Total contributions, \$24,000; largest contribution, \$22,704

Education: Total contributions, \$8,800; largest contribution, \$2,000

Civic: Total contributions, \$40,878; largest contribution, \$2,500

Other: Total contributions, \$2,596; largest contribution, \$1,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 2

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, symphony/chamber orchestra

Recent examples of arts contributions recipients: Arts and Education Council, St. Louis Symphony Orchestra

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value, size of audience, artistic merit
 - 2—Management capability, board of directors
 - 4—Employee involvement, support by other firms
 - 5—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups
-

Consolidated Foods Corporation
3 First National Plaza
Chicago, IL 60602

Foundation/Trust:
The Consolidated Foods Foundation

Contributions contact: Barbara A. Quinn, Manager of Public Affairs

Phone: (312) 726-2600

Information year: 1981

Total contributions-all categories: \$2,124,011

Arts & culture: Total contributions, \$358,839; largest contribution, \$115,000

Health & welfare: Total contributions, \$807,365; largest contribution, \$108,075

Education: Total contributions, \$630,562; largest contribution, \$100,000

Civic: Total contributions, \$152,432; largest contribution, \$10,000

Other: Total contributions, \$174,813 (foreign contributions)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, 50%; plant and sales locations, 50%

Non-home office contributions decisions: Field

Annual report on contributions: Yes

Best time to apply: Quarterly

Written guidelines available: Yes

Requirements for applications: Complete budget, IRS letter, application form, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Art Institute of Chicago, Field Museum of Natural History, Chicago Symphony Orchestra, Lyric Opera of Chicago, WTTW (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, artistic merit
- 2—Employee involvement, management capability, board of directors
- 3—Publicity value, support by foundations/government, quality of applications, coordination with similar groups
- 4—Support by other firms
- 5—Matching grants, gifts from individuals

Consolidated Freightways, Inc.

**3240 Hillview Avenue
Palo Alto, CA 94303**

Contributions contact: Larry L. Stites, Vice President and Controller

Phone: (415) 494-2900

Information year: 1980

Total contributions-all categories: \$604,160

Arts & culture: Total contributions, \$11,950; largest contribution, \$1,000; number of contributions, 8; number of requests, 20

Health & welfare: Total contributions, \$52,061; largest contribution, \$11,502; number of contributions, 53; number of requests, est. 140

Education: Total contributions, \$66,818; largest contribution, \$6,000; number of contributions, 40; number of requests, est. 120

Civic: Total contributions, \$10,143 (includes science and research); largest contribution, \$2,000; number of contributions, 22; number of requests, est. 80

Other: Total contributions, \$5,685; number of contributions, 27; number of requests, est. 70

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 70%; home office, 20%; plant locations, 10%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, annual report

Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, museums, national organizations, performing arts, symphony/chamber orchestra, opera

Recent examples of arts contributions

recipients: Lincoln Center, Natural History Museum Foundation, San Francisco Opera, San Francisco Museum of Modern Art

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Quality of applications
- 2—Geographical location, impact on local community, publicity value, support by other firms, coordination with similar groups, management capability, board of directors
- 3—Support by foundations/government, artistic merit
- 4—Matching grants, size of audience, gifts from individuals
- 5—Employee involvement

Consolidated Papers, Inc.

P.O. Box 50

231 First Avenue North

Wisconsin Rapids, WI 54494

Foundation/Trust:

Consolidated Papers Foundations, Inc.

Contributions contact: Daniel P. Meyer, Director of Public Affairs and President, Foundation

Phone: (715) 422-3368

Information year: 1981

Total contributions-all categories: \$841,874

Arts & culture: Total contributions, \$42,600; largest contribution, \$7,500; number of contributions, 13; number of requests, est. 200

Health & welfare: Total contributions, \$495,422; largest contribution, \$400,000; number of contributions, 11

Education: Total contributions, \$236,818; largest contribution, \$40,730; number of contributions, 28

Other: Total contributions, \$38,774

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: January or July

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 24

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, community arts, museums, public TV/radio, theater, symphony/chamber orchestra

Recent examples of arts contributions

recipients: community arts council, public television

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, employee involvement, management capability
- 3—Quality of applications, board of directors
- 4—Support by other firms, size of audience, artistic merit
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Consumers Power Company
212 West Michigan Avenue
Jackson, MI 49201

Contributions contact: Herbert E. Spieler,
Manager, Public Affairs Planning and
Research

Phone: (517) 788-0550

Information year: 1981

Total contributions-all categories: \$450,000

Arts & culture: Total contributions, none

Scope of information: Corporation only

Geographic areas encompassed by arts
contributions: Home office, primarily state of
Michigan

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list,
audited statement

Weeks required for full review and decisions:
est. 4

**Container Corporation of
America**
Chicago, IL

Foundation/Trust:
**Container Corporation of
America Foundation**
One First National Plaza
Chicago, IL 60603

Contributions contact: John J. Egan, Vice
President and Foundation Manager

Phone: (312) 580-5340

Information year: 1981

Total contributions-all categories: \$745,974

Arts & culture: Total contributions, \$67,210;
largest contribution, \$15,000; number of
contributions, 80; number of requests, 125

Health & welfare: Total contributions,
\$288,723

Education: Total contributions, \$310,601

Civic: Total contributions, \$72,790

Other: Total contributions, \$6,650

Scope of information: Foundation only

Geographic areas encompassed by arts
contributions: Home office, plant locations,
sales locations

Non-home office contributions decisions:
Foundation trustees

Annual report on contributions: No
Annual report planned: Yes; for 1982

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, national organizations, performing arts

Recent examples of arts contributions

recipients: Delaware Art Museum, Chicago Art Institute, Hubbard Dance Group, Chicago Theatre Coalition, Lyric Opera

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, artistic merit, management capability
- 3—Support by other firms, quality of applications, coordination with similar groups, board of directors
- 4—Employee involvement, size of audience
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

The Continental Corporation New York, NY

Foundation/Trust:

**The Continental Corporation
Foundation**

**80 Maiden Lane
New York, NY 10038**

Contributions contact: Kathleen P. Mellon,
Manager

Phone: (212) 440-2317

Information year: 1980

Total contributions-all categories: \$1,014,096

Arts & culture: Total contributions, \$58,350; largest contribution, \$5,000; number of contributions, 11; number of requests, 195

Health & welfare: Total contributions, \$583,066; largest contribution, \$125,000; number of contributions, 40

Education: Total contributions, \$386,430; largest contribution, \$93,055; number of contributions, 586

Other: Total contributions, \$44,600 (social welfare services); number of contributions, 23

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 95%; plant locations, 5%

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Annual report planned: No

Best time to apply: September-October

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Museums, national organizations, performing arts, public TV/radio

Recent examples of arts contributions

recipients: Lincoln Center, Whitney Museum, South Street Seaport Museum, Educational Broadcasting Corporation, Fraunces Tavern Museum

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, publicity value, quality of applications
- 2—Impact on local community, employee involvement, artistic merit, management capability
- 4—Board of directors
- 5—Support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

The Continental Group, Inc. Stamford, CT

Foundation/Trust:
**The Continental Group
Foundation, Inc.**
P.O. Box 10129
1 Harbor Plaza
Stamford, CT 06904

Contributions contact: Jack R. Sears,
Administrator, Corporate Contributions

Phone: (203) 964-6402

Information year: 1981

Total contributions-all categories: \$3,273,810

Arts & culture: Total contributions, \$260,000; largest contribution, \$40,000; number of contributions, 75; number of requests, 200

Health & welfare: Total contributions, \$825,449; largest contribution, \$580,000 (United Way); number of contributions, 91; number of requests, 400

Education: Total contributions, \$1,390,000; largest contribution, \$300,000; number of contributions, 215; number of requests, 600

Civic: Total contributions, \$781,620; largest contribution, \$55,000; number of contributions, 206; number of requests, 400

Other: Total contributions, \$16,741; largest contribution, \$3,000; number of contributions, 20; number of requests, 40

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Field

Annual report on contributions: Yes

Best time to apply: Fall

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Hartman Theater (Stamford, CT), Richmond Ballet, Lincoln Center, Studio Museum of Harlem, American Ballet Theatre

Kinds of support normally considered: General operating expenses, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, matching grants, board of directors
- 2—Support by other firms, support by foundations/government, size of audience, quality of applications, artistic merit, management capability
- 3—Publicity value, coordination with similar groups
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$300,000 (for 1982); in kind services and technical assistance, \$200,000 (for 1982)

Local or national awards received for arts support: Business in the Arts Award, 1981, Continental Financial Services; for involvement with four organizations in Richmond

**Continental Illinois National
Bank and Trust Company
231 South LaSalle Street
Chicago, IL 60693**

**Foundation/Trust:
Continental Bank Foundation**

Contributions contact: Carolyn W. Bergan,
Executive Director, Foundation

Phone: (312) 923-5114

Information year: 1981

Total contributions-all categories: \$3,810,917

Arts & culture: Total contributions, \$438,450;
largest contribution, \$44,040; number of
contributions, 87

Health & welfare: Total contributions,
\$522,310; largest contribution, \$83,333;
number of contributions, 178

Education: Total contributions, \$835,777;
largest contribution, \$150,000; number of
contributions, 109

Civic: Total contributions, \$113,084; largest
contribution, \$10,500; number of contributions,
54

Other: Total contributions, \$1,901,296
(includes Crusade of Mercy, economic affairs,
environment, hospitals, matching gifts,
overseas, urban and memorials); number of
contributions, 601

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, 97%; sales
locations, 3%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: July for requests
exceeding \$5,000

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Lyric Opera of Chicago, Art
Institute Of Chicago, Educational Television
Association, DuSable Museum of African
History, Music of the Baroque

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, matching grants, quality of
applications, coordination with similar
groups, management capability
- 2—Size of audience, artistic merit
- 3—Employee involvement, gifts from
individuals, board of directors
- 4—Publicity value, support by other firms,
support by foundations/government

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

**Conwed
P.O. Box 43237
444 Cedar Street
St. Paul, MN 55164**

**Foundation/Trust:
Conwed Foundation**

Contributions contact: D.O. Harayda, Vice
President, Director of Administration

Phone: (612) 221-1131

Information year: 1980

Total contributions-all categories: \$235,110

Arts & culture: Total contributions, \$8,812; largest contribution, \$2,000; number of contributions, 15; number of requests, 23

Education: Total contributions, \$88,958; largest contribution, \$40,000; number of contributions, 35; number of requests, 40

Civic: Total contributions, \$4,275; largest contribution, \$2,400; number of contributions, 10; number of requests, 15

Other: Total contributions, \$32,116; number of contributions, 37; number of requests, 60

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: June-August

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list
Weeks required for full review and decisions: 3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, symphony/chamber orchestra

Recent examples of arts contributions recipients: Guthrie Theatre, Minnesota Society of Fine Arts, St. Paul Actors Theatre, Duluth Festival-Institute of Arts, Duluth-Superior Symphony Orchestra

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, artistic merit, management capability
- 2—Size of audience, quality of applications
- 3—Publicity value, support by other firms, board of directors
- 4—Gifts from individuals, coordination with similar groups
- 5—Matching grants, support by foundations/government

Arts support other than contributions: In kind services and technical assistance, \$n/a

Conwood Corporation
813 Ridge Lake Boulevard
Memphis, TN 38119

Foundation/Trust:
American Snuff Charitable Trust

Contributions contact: D.L. Simpson, III,
Secretary

Phone: (901) 761-2050

Information year: 1982

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: National, 15%; home office, 75%; plant locations, 10%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter
Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, primarily local arts groups

Recent examples of arts contributions recipients: Theatre Memphis, Dixon Gallery and Gardens, Memphis Arts Council

Kinds of support normally considered: Capital projects

Cooper Industries, Inc.
P.O. Box 4446
4000 First City Tower
Houston, TX 77210

Foundation/Trust:
Cooper Industries Foundation

Contributions contact: Thomas W. Campbell,
President, Foundation

Phone: (713) 654-4451

Information year: 1981

Total contributions-all categories: \$2,127,564

Arts & culture: Total contributions, \$368,333;
largest contribution, \$80,000

Health & welfare: Total contributions,
\$705,581 (including United Way); largest
contribution, \$25,000

Education: Total contributions, \$800,120;
largest contribution, \$300,000

Civic: Total contributions, \$195,351; largest
contribution, \$11,250

Other: Total contributions, \$58,179

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, 50%; plant
locations, 50%

Non-home office contributions decisions: Field,
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, theater,
symphony/chamber orchestra, dance,
film/video, opera

**Recent examples of arts contributions
recipients:** Houston Combined Arts Corporate
Campaign, Dallas Symphony, North Carolina
Symphony, Syracuse Symphony, Houston Lyric
Theatre

Kinds of support normally considered: Capital
projects, special projects, matching gifts, (will
double-match employee gift if employee is
volunteer with donee organization)

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, artistic merit
- 2—Support by other firms, matching grants,
size of audience, quality of applications,
management capability, board of directors
- 3—Employee involvement, gifts from
individuals, coordination with similar
groups
- 4—Publicity value

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; employee participation in Business
Volunteers to the Arts, \$n/a

Cooper Laboratories, Inc.
755 Page Mill Road
Palo Alto, CA 94304

Contributions contact: James L. Plastino,
Director of Special Services

Phone: (415) 856-5000

Information year: 1980

Total contributions-all categories: \$20,000

Arts & culture: Total contributions, \$3,940;
largest contribution, \$2,000; number of
contributions, 3

**Geographic areas encompassed by arts
contributions:** Home office

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
application form

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Performing arts

**Recent examples of arts contributions
recipients:** San Francisco Symphony, San
Francisco Performing Arts Center, San
Francisco Opera

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement,
publicity value
 - 2—Size of audience, artistic merit
 - 3—Matching grants, management capability,
board of directors
 - 4—Quality of applications
 - 5—Support by other firms, support by
foundations/government, gifts from
individuals, coordination with similar
groups
-
-

**Cooper Tire & Rubber
Company**
Findlay, OH 45840

Foundation/Trust:
**Cooper Tire & Rubber
Foundation**

Contributions contact: I.W. Gorr, Executive
Vice President and Treasurer, Foundation

Phone: (419) 423-1321

Information year: 1981

Total contributions-all categories: \$98,300

Arts & culture: Total contributions, \$3,600;
largest contribution, \$2,000; number of
contributions, 5

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Annual report on contributions: No
Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter

Weeks required for full review and decisions:
6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, visual arts/crafts

Recent examples of arts contributions recipients: Symphony orchestras, Local art league, Civic music

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Geographical location, impact on local community, employee involvement, size of audience
- 3—Artistic merit, management capability
- 4—Quality of applications, board of directors
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Corning Glass Works Corning, NY 14831

Foundation/Trust: Corning Glass Works Foundation

Contributions contact: Richard B. Bessey, President, Foundation

Phone: (607) 974-8489

Information year: 1981

Total contributions-all categories: \$4,636,151

Arts & culture: Total contributions, \$2,371,340; largest contribution, \$1,558,454; number of contributions, 666

Health & welfare: Total contributions, \$592,659; largest contribution, \$107,000; number of contributions, 225

Education: Total contributions, \$1,416,980; largest contribution, \$100,000; number of contributions, 2,197 (includes matching gifts)

Civic: Total contributions, \$176,000; largest contribution, \$5,000; number of contributions, 53

Other: Total contributions, \$79,172; largest contribution, \$4,000; number of contributions, 46

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 5

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Corning Museum of Glass, Ford's Theatre Society, Rockwell Museum, Paden City Public Library, Greater Louisville Fund for the Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, employee involvement, size of audience, quality of applications, coordination with similar groups, management capability
- 2—Support by foundations/government, artistic merit, board of directors
- 3—Support by other firms
- 4—Matching grants, gifts from individuals
- 5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1982

Country Companies

1701 Towanda Avenue
Bloomington, IL 61701

Contributions contact: James L. Williams,
Associate Director, Public Relations

Phone: (309) 557-2111

Information year: 1981

Total contributions-all categories: \$55,000

Arts & culture: Total contributions, \$1,000

Health & welfare: Total contributions, \$38,000

Education: Total contributions, \$16,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: state of Illinois, 100%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Before October

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
4-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Bloomington Philharmonic

Kinds of support normally considered: Capital projects, corporate art purchases

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, employee involvement, size of audience, management capability
- 3—Publicity value, support by other firms, gifts from individuals, coordination with similar groups, artistic merit
- 4—Quality of applications, board of directors

Arts support other than contributions:
Company will consider indirect support,

The Covenant Insurance Group

95 Woodland Street
Hartford, CT 06105

Contributions contact: Sylvia H. Levy,
Corporate Secretary

Phone: (203) 527-3311

Information year: 1982

Total contributions-all categories: \$64,000

Arts & culture: Total contributions, \$6,000;
largest contribution, \$4,500

Health & welfare: Total contributions,
\$24,000; largest contribution, \$15,577 (United Way)

Education: Total contributions, \$11,000; largest contribution, \$1,000

Civic: Total contributions, \$21,800; largest contribution, \$6,000

Other: Total contributions, \$1,200

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Application deadline: June 15, December 15

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, dance, film/video, opera

Recent examples of arts contributions recipients: Greater Hartford Arts Council, American Council for the Arts

Kinds of support normally considered: General operating expenses, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement
- 2—Geographical location, size of audience, gifts from individuals, management capability, board of directors
- 3—Support by foundations/government, coordination with similar groups
- 4—Support by other firms, matching grants, quality of applications
- 5—Publicity value, artistic merit

Arts support other than contributions: In kind services and technical assistance, \$n/a

Creamer Incorporated 1633 Broadway New York, NY 10019

Contributions contact: Tim Liston, Treasurer

Phone: (212) 887-8000

Information year: 1982

Total contributions-all categories: n/a

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a

Education: Total contributions, n/a

Civic: Total contributions, n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Sales locations, New York

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 8

Criton Corporation 10800 Northeast 8th Bellevue, WA 98004

Contributions contact: Judi Walker, Executive Secretary

Phone: (206) 453-9400

Information year: 1981

Total contributions-all categories: \$35,000

Arts & culture: Total contributions, \$3,250; largest contribution, \$2,000; number of contributions, 3

Education: Total contributions, \$3,385; largest contribution, \$700; number of contributions, 12

Civic: Total contributions, \$20,000; largest contribution, \$16,400; number of contributions, 6

Other: Total contributions, \$7,850

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office

Non-home office contributions decisions: Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
6-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Performing arts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Seattle Repertory Theatre, Seattle Symphony, Corporate Council for the Arts

Kinds of support normally considered: General operating expenses, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement, gifts from individuals
- 3—Impact on local community, matching grants, size of audience
- 4—Artistic merit, management capability, board of directors
- 5—Publicity value, support by other firms, support by foundations/government, quality of applications, coordination with similar groups

Crocker National Bank Los Angeles, CA

Foundation/Trust:
Crocker National Bank
Foundation
611 West Sixth Street
Los Angeles, CA 90017

Contributions contact: Maryln Wainstock,
Secretary-Treasurer, Foundation

Phone: (213) 253-8737

Information year: 1981

Total contributions-all categories: \$1,254,612

Arts & culture: Total contributions, \$219,900; largest contribution, \$50,000; number of contributions, 56

Health & welfare: Total contributions, \$587,392; largest contribution, \$212,000; number of contributions, 43

Education: Total contributions, \$321,612; largest contribution, \$50,000; number of contributions, 37 (does not include matching gifts)

Civic: Total contributions, \$125,708; largest contribution, \$12,500; number of contributions, 58

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 75%; plant locations, 25%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: First quarter

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: California Shakespeare Festival, Los Angeles County Museum of Art, Los Angeles Opera Repertory Theatre, Oakland Symphony Orchestra Association, Contra Costa Chorale

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, quality of applications, artistic merit, management capability, board of directors
- 2—Support by other firms
- 3—Employee involvement, support by foundations/government
- 4—Publicity value
- 5—Matching grants, gifts from individuals, coordination with similar groups

**Crompton & Knowles
Corporation
New York, NY**

**Foundation/Trust:
Crompton & Knowles
Foundation
345 Park Avenue
New York, NY 10154**

Contributions contact: Robert T. James,

Phone: (212) 754-1660

Information year: 19

Total contributions-all categories: n/a

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a

Education: Total contributions, n/a

Civic: Total contributions, n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Plant locations

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

**Crum and Forster
P.O. Box 2387
305 Madison Avenue
Morristown, NJ 07960**

**Foundation/Trust:
Crum and Forster Foundation**

Contributions contact: John A. Douglas, Vice President

Phone: (201) 285-7247

Information year: 1981

Total contributions-all categories: \$939,785

Arts & culture: Total contributions, \$105,770; largest contribution, \$6,000; number of contributions, 97; number of requests, est. 130

Health & welfare: Total contributions, \$525,910; largest contribution, \$35,000; number of contributions, 352; number of requests, est. 450

Education: Total contributions, \$183,325; largest contribution, \$15,000; number of contributions, 126; number of requests, est. 185

Civic: Total contributions, \$101,400; largest contribution, \$7,500; number of contributions, 79; number of requests, est. 120

Other: Total contributions, \$23,380; largest contribution, \$7,000; number of contributions, 18; number of requests, est. 35

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 100%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: Yes; for 1982

Application deadline: November 30

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: Decisions announced after March foundation board meeting

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: New England Fire and History Museum, Lincoln Center, Atlanta Arts Alliance, KQED (Public Television), National Corporate Fund for Dance

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, management capability
- 2—Size of audience, artistic merit
- 3—Support by other firms, matching grants, support by foundations/government, gifts from individuals, board of directors
- 4—Publicity value, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$1,500; in kind services and technical assistance, \$500

Culbro Corporation
605 Third Avenue
New York, NY 10016

Contributions contact: Henry O. Whitehill,
Senior Vice President and Secretary

Phone: (212) 687-7575

Information year: 1981

Total contributions-all categories: \$100,000

Arts & culture: Total contributions, \$7,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 10%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Latter part of year

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Uncola Center, Metropolitan Opera Association, Brooklyn Academy of Music, Museum of the American Indian, Metropolitan Museum of Art

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, artistic merit
- 3—Size of audience, management capability, board of directors
- 4—Coordination with similar groups
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals

**Cummins Engine Company,
Inc.
Columbus, IN**

**Foundation/Trust:
The Cummins Engine
Foundation
1000 Fifth Street
Columbus, IN 47201**

Contributions contact: Diana C. Leslie,
Executive Director

Phone: (812) 379-8617

Information year: 1981

Total contributions-all categories: \$2,812,000

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations

Non-home office contributions decisions:
Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, audited
statement

Weeks required for full review and decisions:
2-3

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, theater,
symphony/chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Indianapolis Symphony Orchestra,
Indianapolis Museum of Art, Driftwood Valley
Arts Council, Indianapolis Children's Museum,
The University of Indiana Musical Arts
Program

Kinds of support normally considered: General
operating expenses, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community, employee
involvement, matching grants, quality of
applications, management capability
- 3—Artistic merit, board of directors
- 4—Gifts from individuals, coordination with
similar groups
- 5—Geographical location, publicity value,
support by other firms, support by
foundations/government, size of audience

Arts support other than contributions: Project
support through advertising/public relations,
\$12,000; in kind services and technical
assistance, \$n/a

**Curtice-Burns, Inc.
Rochester, NY**

**Foundation/Trust:
Curtice-Burns/Pro-Fac
Foundation
P.O. Box 681
Rochester, NY 14603**

Contributions contact: Marilyn T. Helmer,
Assistant Secretary

Phone: (716) 325-1020

Information year: 1981

Total contributions-all categories: \$216,079

Arts & culture: Total contributions, \$26,100;
largest contribution, \$5,000; number of
contributions, 34

Health & welfare: Total contributions,
\$28,285; largest contribution, \$3,800; number
of contributions, 47

Education: Total contributions, \$37,850; largest
contribution, \$12,500; number of contributions,
25

Civic: Total contributions, \$30,397; largest
contribution, \$2,000; number of contributions,
53

Other: Total contributions, \$93,447 (includes United Way, farming, youth, memorial gifts and business or professional groups); largest contribution, \$10,000; number of contributions, 99

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 33%; plant locations, 67%

Non-home office contributions decisions: Home and field jointly, trustees

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Rochester Museum & Science Center, Memorial Art Gallery, Rochester Philharmonic Orchestra, Tacoma Opera Society, WXXI (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Size of audience, artistic merit, management capability
- 3—Support by other firms, board of directors
- 4—Employee involvement, publicity value, support by foundations/government, quality of applications
- 5—Matching grants, gifts from individuals, coordination with similar groups

Cyclops Corporation

650 Washington Road
Pittsburgh, PA 15228

Foundation/Trust: Cyclops Foundation

Contributions contact: Robert J. Buehring,
Financial Services Administrator

Phone: (412) 343-4000

Information year: 1981

Total contributions-all categories: \$339,856

Arts & culture: Total contributions, \$11,650; largest contribution, \$3,200; number of contributions, 12

Health & welfare: Total contributions, \$212,175; largest contribution, \$64,475; number of contributions, 76

Education: Total contributions, \$83,322; largest contribution, \$10,625; number of contributions, 90

Civic: Total contributions, \$32,709; largest contribution, \$10,000; number of contributions, 54

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Early to mid-year
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Pittsburgh Symphony Society, Mansfield Symphony Society, Pittsburgh Ballet Theatre, Pittsburgh Dance Council, Pittsburgh Playhouse

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Size of audience, quality of applications, artistic merit, management capability
- 3—Impact on local community, employee involvement, support by other firms, matching grants, support by foundations/government, board of directors
- 4—Gifts from individuals, coordination with similar groups
- 5—Publicity value

Dallas Power and Light Company

1506 Commerce Street
Dallas, TX 75201

Contributions contact: T.R. Griffin, Manager, Community Services

Phone: (214) 698-7470

Information year: 1981

Total contributions-all categories: \$458,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, contributions restricted to city of Dallas

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, contributors list

Weeks required for full review and decisions: 1

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Dallas Museum of Fine Arts, Dallas Arboretum and Botanical Gardens, Dallas Civic Opera, Dallas Ballet

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms
- 2—Size of audience, quality of applications, coordination with similar groups, management capability, board of directors
- 3—Employee involvement, gifts from individuals, artistic merit
- 4—Support by foundations/government
- 5—Publicity value, matching grants

Datapoint Corporation

9725 Datapoint Drive-H33
San Antonio, TX 78284

Contributions contact: T.J. Moldenhauer, Director, Corporate Relations

Phone: (512) 699-4228

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 95%; plant locations, 5%

Non-home office contributions decisions: Home, Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Spring
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: San Antonio Symphony Orchestra, San Antonio Chamber Players, San Antonio Little Theatre, 'Great Productions' (public television series), KLRN (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, publicity value, artistic merit, management capability, board of directors, community need
- 3—Employee involvement, size of audience, quality of applications, coordination with similar groups
- 4—Support by other firms
- 5—Matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Dataproducts

6200 Canoga Avenue
Woodland Hills, CA 91364

Contributions contact: G.D. Bernard, Vice President, Personnel and Administration

Phone: (213) 887-8696

Information year: 1980

Total contributions-all categories: \$120,000

Arts & culture: Total contributions, \$10,000; largest contribution, \$5,000

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No
Annual report planned: No

Best time to apply: January
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, performing arts, public TV/radio, visual arts/crafts

Kinds of support normally considered: General operating expenses, commissions to artists

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, quality of applications
- 2—Geographical location, support by other firms, size of audience, artistic merit
- 3—Employee involvement, publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, management capability, board of directors

Dayton Hudson Corporation
777 Nicollet Mall
Minneapolis, MN 55402

Foundation/Trust:
Dayton Hudson Foundation

Contributions contact: Margaret Wurtele,
Senior Program Officer

Phone: (612) 370-6657

Information year: 1981

Total contributions-all categories: \$9,929,598

Arts & culture: Total contributions,
\$3,559,759; largest contribution, \$200,000;
number of contributions, 498

Health & welfare: Total contributions,
\$4,297,085; largest contribution, \$383,000;
number of contributions, 872

Education: Total contributions, \$935,120;
largest contribution, \$350,000; number of
contributions, 86

Civic: Total contributions, \$645,736; largest
contribution, \$115,000; number of
contributions, 34

Other: Total contributions, \$491,898

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 0.1%; home office,
54.1%; retail locations, 45.8%

Non-home office contributions decisions:
Home and field jointly, operating company
headquarter locations

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
6-8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, performing arts, public TV/radio,
visual arts/crafts

**Recent examples of arts contributions
recipients:** Phoenix Symphony Association, San
Diego Museum of Art, Cambridge (MA) Arts
Council, Guthrie Theater (Minneapolis),
Houston Museum of Fine Arts

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, artistic merit
- 2—Management capability, board of directors
- 3—Publicity value, size of audience, quality of
applications, gifts from individuals
- 4—Employee involvement, support by other
firms, matching grants, support by
foundations/government, coordination with
similar groups

Arts support other than contributions: In kind
services and technical assistance, \$n/a

**Local or national awards received for arts
support:** Business in the Arts Award, 1981,
support of arts in Texas and Minnesota

Dayton Malleable Inc.
P.O. Box 98
Dayton, OH 45401

Foundation/Trust:
Dayton Malleable Foundation

Contributions contact: Leo Ladehoff, President

Phone: (513) 298-5251

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: ; largest contribution, \$2,500

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter, contributors list, approval of Dayton Chamber of Commerce for local request

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Impact on local community

2—Employee involvement, quality of applications, artistic merit, management capability

3—Geographical location, support by other firms, size of audience, gifts from individuals, coordination with similar groups, board of directors

4—Support by foundations/government

5—Publicity value, matching grants

Arts support other than contributions: Project support through advertising/public relations, \$n/a

The Dayton Power and Light Company

P.O. Box 1247
Courthouse Plaza SW
Dayton, OH 45401

Contributions contact: D. L. Speyer, Chairman, Contributions Committee

Phone: (513) 224-6429

Information year: 1981

Total contributions-all categories: \$229,795

Arts & culture: Total contributions, \$31,550; largest contribution, \$20,000; number of contributions, 8; number of requests, 12

Health & welfare: Total contributions, \$101,375; largest contribution, \$88,000; number of contributions, 22; number of requests, 31

Education: Total contributions, \$36,048; largest contribution, \$10,000; number of contributions, 16; number of requests, 28

Civic: Total contributions, \$56,522; largest contribution, \$18,000; number of contributions, 31; number of requests, 44

Other: Total contributions, \$4,150; largest contribution, \$3,000; number of contributions, 3; number of requests, 15

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 1.8%; sales locations, 93.2%; plant locations outside service territory, 5%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions:
3-4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: The Dayton Art Institute, The Dayton Performing Arts Council, Germantown Historical Society, Victory Theater Association, Bing Davis Art Exhibit

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Size of audience, quality of applications, management capability
- 3—Support by other firms, coordination with similar groups, board of directors
- 4—Employee involvement, publicity value, support by foundations/government
- 5—Matching grants, gifts from individuals

Arts support other than contributions:
equipment and materials, \$5,500

Deere & Company
John Deere Road
Moline, IL 61265

Foundation/Trust:
John Deere Foundation

Contributions contact: John F. Coy, Manager,
Corporate Support Programs

Phone: (309) 752-5030

Information year: 1981

Total contributions-all categories: \$4,296,091

Arts & culture: Total contributions, \$262,522;
largest contribution, \$30,000; number of
contributions, 93

Health & welfare: Total contributions,
\$953,360; largest contribution, \$335,000;
number of contributions, 298

Education: Total contributions, \$1,549,624;
largest contribution, \$87,500; number of
contributions, 616

Civic: Total contributions, \$836,820; largest
contribution, \$225,000; number of
contributions, 228

Other: Total contributions, \$693,765; number
of contributions, 180

**Geographic areas encompassed by arts
contributions:** National, 46%; home office,
28%; plant locations, 25%; sales locations, 1%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
2-4

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** radio, Museum of Modern Art, Arts
for the Handicapped, International Violin
Competition, Visiting Artists Series

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases, special projects,
artists-in-residence

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, quality of applications
- 2—Size of audience, coordination with similar groups, artistic merit, management capability, board of directors
- 3—Employee involvement, support by other firms, gifts from individuals
- 4—Matching grants
- 5—Publicity value, support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1968, for Japan Art Festival; Business in the Arts Award, 1975, for support of Affiliate Artists Program

Deluxe Check Printers, Inc.
P.O. Box 43399
St. Paul, MN 55164

Foundation/Trust:
Deluxe Check Printers
Foundation

Contributions contact: Donald W. Steinkraus,
Secretary-Administrator

Phone: (612) 483-7233

Information year: 1981

Total contributions-all categories: \$1,668,110

Arts & culture: Total contributions, \$219,572;
largest contribution, \$15,000; number of
contributions, 30; number of requests, 45

Health & welfare: Total contributions,
\$799,406; largest contribution, \$25,000

Education: Total contributions, \$578,069;
largest contribution, \$25,000

Civic: Total contributions, \$44,213; largest
contribution, \$5,000

Other: Total contributions, \$26,850

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 15%; home office,
55%; plant locations, 30%

Non-home office contributions decisions: Field

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
16

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Minneapolis Society of Fine Arts,
Minnesota Public Radio, Guthrie Theater,
United Arts Fund, St. Paul Chamber
Orchestra

Kinds of support normally considered: General
operating expenses, capital projects, matching
gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 2—Geographical location, impact on local community, coordination with similar groups, artistic merit, management capability, board of directors
- 3—Support by other firms, size of audience, gifts from individuals
- 5—Employee involvement, publicity value, matching grants, support by foundations/government, quality of applications

Arts support other than contributions: In kind
services and technical assistance, \$n/a; ticket
sales to employees at half price, \$n/a

Detroit Bank and Trust
211 West Fort Street
Detroit, MI 48226

Foundation/Trust:
DETROITBANK Corporation
Charitable Trust No. 1

Contributions contact: George L. Richards,
Public Responsibility Officer

Phone: (313) 222-6987

Information year: 1981

Total contributions-all categories: \$485,396

Arts & culture: Total contributions, \$51,950;
largest contribution, \$25,000; number of
contributions, 16

Health & welfare: Total contributions,
\$194,865; largest contribution, \$165,675;
number of contributions, 47

Education: Total contributions, \$80,550; largest
contribution, \$16,000; number of contributions,
31

Civic: Total contributions, \$108,631; largest
contribution, \$61,000; number of contributions,
39

Other: Total contributions, \$49,400; largest
contribution, \$12,000; number of contributions,
18

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 2%; home office, 98%

Annual report on contributions: No

Annual report planned: No

Best time to apply: August

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list

Weeks required for full review and decisions:
4

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Detroit Grand Opera Association,
Founders Society Detroit Institute of Arts,
Music Hall Center for the Performing Arts,
Michigan Foundation for the Arts, Rosa Parks
Community Arts Center

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, management capability, board
of directors
- 2—Publicity value, support by other firms
- 3—Employee involvement, size of audience,
quality of applications
- 4—Matching grants, support by
foundations/government, gifts from
individuals, artistic merit

Arts support other than contributions: Project
support through advertising/public relations,
\$6,000

The Dexter Corporation Windsor Locks, CT

Foundation/Trust:
The Dexter Corporation
Foundation, Inc.
One Elm Street
Windsor Locks, CT 06096

Contributions contact: David L. Coffin,
Chairman

Phone: (203) 627-9051

Information year: 1981

Total contributions-all categories: \$303,141

Arts & culture: Total contributions, \$25,044;
largest contribution, \$10,000; number of
contributions, 23

Health & welfare: Total contributions, \$28,450; largest contribution, \$5,000; number of contributions, 28

Education: Total contributions, \$67,587; largest contribution, \$10,000; number of contributions, 45 (not including matching gifts)

Other: Total contributions, \$182,061

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 60%; plant locations, 30%

Non-home office contributions decisions: Field, Home and field jointly, some jointly, some independently

Annual report on contributions: Yes

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter, contributors list

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Atlanta Arts Alliance, Inc., Wadsworth Atheneum, Connecticut Commission on the Arts, Connecticut Public Television, Greater Hartford Arts Council

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, quality of applications, management capability
- 2—Support by other firms, matching grants, support by foundations/government, artistic merit, board of directors
- 3—Publicity value, gifts from individuals, coordination with similar groups
- 4—Geographical location, size of audience

Arts support other than contributions: Project support through advertising/public relations, \$1,000

Di Giorgio Corporation San Francisco, CA

Foundation/Trust:
Di Giorgio Foundation
One Maritime Plaza
San Francisco, CA 94111

Contributions contact: Robert Di Giorgio, Chairman, Foundation

Phone: (415) 362-8972

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations, San Francisco

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: applications reviewed 3-4 unspecified times per year

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: San Francisco Opera, San Francisco Ballet

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)
1—Geographical location, employee involvement

Digital Equipment Corporation

129 Parker Street
Maynard, MA 01754

Contributions contact: Mary Ann Burek,
Corporate Contributions Administrator

Phone: (617) 494-4277

Information year: 1981

Total contributions-all categories: \$12,637,200

Arts & culture: Total contributions, \$519,413

Health & welfare: Total contributions,
\$1,051,832

Education: Total contributions, \$10,516,786

Civic: Total contributions, \$156,907

Other: Total contributions, \$392,262

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
16

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: WGBH (Public Television), Boston Children's Museum, Museum of Fine Arts (Springfield, MA), New England Foundation for the Arts, Capital Children's Museum (Washington, DC)

Kinds of support normally considered: Special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, artistic merit, management capability
- 2—Matching grants
- 3—Support by other firms, support by foundations/government, size of audience, coordination with similar groups, board of directors
- 4—Publicity value, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a; equipment grants, \$n/a

Dominion Bankshares Corporation

**P.O. Box 13327
Roanoke, VA 24040**

Foundation/Trust: Dominion Bankshares Charitable Trust

Contributions contact: Warner N. Dalhouse,
President and Chief Executive Officer

Phone: (703) 563-6646

Information year: 1981

Total contributions-all categories: \$229,186

Arts & culture: Total contributions, \$63,252;
largest contribution, \$47,277; number of
contributions, 34

Health & welfare: Total contributions,
\$84,661; largest contribution, \$22,500; number
of contributions, 115

Education: Total contributions, \$48,510; largest
contribution, \$7,500; number of contributions,
54

Civic: Total contributions, \$22,025; largest
contribution, \$2,500; number of contributions,
79

Other: Total contributions, \$10,738

**Geographic areas encompassed by arts
contributions:** Home office, 52.6%; plant
locations, 47.4%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Prior to November of
preceding year

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement

Weeks required for full review and decisions:
12-24

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, performing arts, public TV/radio,
visual arts/crafts, theater, symphony/chamber
orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Roanoke Arts/Science Center,
Roanoke Symphony Society, Historic Crab
Orchard Museum, Lonesome Pine Arts and
Crafts, Mill Mountain Playhouse

Kinds of support normally considered: General
operating expenses, capital projects,
commissions to artists, corporate art purchases,
special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community, matching
grants, size of audience, quality of
applications, artistic merit, management
capability, board of directors
- 2—Publicity value, support by other firms,
support by foundations/government,
coordination with similar groups
- 3—Geographical location, gifts from
individuals
- 4—Employee involvement

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

Donaldson Company, Inc P.O. Box 1299 Minneapolis, MN 55440

Foundation/Trust: The Donaldson Foundation

Contributions contact: Robert Schweitzer,
President, Foundation

Phone: (612) 887-3007

Information year: 1981

Total contributions-all categories: \$280,011

Arts & culture: Total contributions, \$45,800; largest contribution, \$2,000; number of contributions, 11

Health & welfare: Total contributions, \$111,011

Education: Total contributions, \$123,200

Geographic areas encompassed by arts contributions: Home office, 75%; plant locations, 25%

Non-home office contributions decisions: Field

Annual report on contributions: Yes

Best time to apply: Before quarter's end

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, film/video, opera

Recent examples of arts contributions recipients: Minnesota Orchestra, St. Paul-Ramsey Arts & Science Council, Guthrie Theater, Walker Arts Center

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, artistic merit, management capability
- 2—Geographical location, matching grants, quality of applications
- 3—Employee involvement, board of directors
- 5—Publicity value, support by other firms, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

Donaldson, Lufkin and Jenrette, Inc.

**140 Broadway
New York, NY 10005**

**Foundation/Trust:
DLJ Foundation**

Contributions contact: Michael Boyd, Senior Vice President

Phone: (212) 902-2649

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: ; number of contributions, 3

Health & welfare: ; number of contributions, 15

Education: ; number of contributions, 5-7 (not including foundation's matching grant program for education)

Civic: ; number of contributions, 10

Scope of information:

Geographic areas encompassed by arts contributions: Home office, 90%; Houston and San Francisco, 10%

Non-home office contributions decisions: Home, based on recommendations from clients and field offices

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 2

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Metropolitan Museum of Art, Lincoln Center

Kinds of support normally considered: Corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit, management capability, client's interest
- 3—Publicity value, support by other firms, matching grants, board of directors
- 4—Support by foundations/government
- 5—Size of audience, quality of applications, gifts from individuals, coordination with similar groups

Arts support other than contributions: Employee volunteer services, \$n/a

Dorchester Gas Corporation

P.O. Box 31049
5735 Pineland Drive
Dallas, TX 75231

Contributions contact: Allen A. Raub, Director of Investor Relations

Phone: (214) 750-3536

Information year: 1981

Total contributions-all categories: \$35,000

Arts & culture: Total contributions, \$6,000; largest contribution, \$1,000; number of contributions, 15; number of requests, 30

Health & welfare: Total contributions, \$12,000; largest contribution, \$3,000; number of contributions, 20; number of requests, 50

Education: Total contributions, \$6,000; largest contribution, \$1,000; number of contributions, 12; number of requests, 20

Civic: Total contributions, \$5,000; largest contribution, \$1,000; number of contributions, 10; number of requests, 25

Other: Total contributions, \$5,000; largest contribution, \$1,000; number of contributions, 10; number of requests, 25

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 75%; plant locations, 25%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form
Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Dallas Theater Center, Dallas Museum of Fine Arts, Midland Community Theater

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Quality of applications
- 3—Employee involvement, support by other firms, size of audience, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors
- 4—Publicity value, matching grants, support by foundations/government

**Douglas & Lomason
Company**
24600 Hallwood Court
Farmington Hills, MI 48018

Contributions contact: Patricia Shelton,
Assistant Corporate Secretary

Phone: (313) 478-7800

Information year: 1981

Total contributions-all categories: \$21,000

Arts & culture: Total contributions, \$6,100;
largest contribution, \$3,000; number of
contributions, 11; number of requests, 16

Health & welfare: Total contributions, \$4,925;
largest contribution, \$2,000; number of
contributions, 21; number of requests, 25

Education: Total contributions, \$7,500; largest
contribution, \$3,000; number of contributions,
24; number of requests, 28

Civic: Total contributions, \$1,700; largest
contribution, \$500; number of contributions,
11; number of requests, 20

Other: Total contributions, \$775

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 5%; home office, 85%;
plant locations, 10%

Non-home office contributions decisions: Field,
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Third quarter

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, audited
statement

Weeks required for full review and decisions:
4-6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Detroit Symphony Orchestra,
Detroit Institute of Art, Detroit Grand Opera
Association, Michigan Opera Association, Music
Hall for the Performing Arts, Attic Theatre
(Detroit)

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases, special projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, artistic merit
- 2—Matching grants, management capability,
board of directors
- 3—Employee involvement, support by
foundations/government
- 4—Publicity value, support by other firms
- 5—Size of audience, quality of applications,
gifts from individuals, coordination with
similar groups

Arts support other than contributions: Project
support through advertising/public relations,
\$1,500; in kind services and technical
assistance, \$n/a

Dow Corning Corporation
P.O. Box 1767
2200 West Salzburg Road
Midland, MI 48640

Contributions contact: A.N. Hainline,
Secretary, Contributions Committee

Phone: (517) 496-4373

Information year: 1981

Total contributions-all categories: \$395,836

Arts & culture: Total contributions, \$31,215;
largest contribution, \$7,560; number of
contributions, 6

Health & welfare: Total contributions, \$98,348; largest contribution, \$53,249; number of contributions, 15

Education: Total contributions, \$225,092; largest contribution, \$11,500

Civic: Total contributions, \$27,133; largest contribution, \$3,100

Other: Total contributions, \$14,048; largest contribution, \$3,500; number of contributions, 14

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, 89%; plant locations, 9.8%; sales locations, LT 1%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, national organizations, performing arts, public TV/radio, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Kennedy Center, American Symphony Orchestra League, Michigan Artrain, Midland Center for the Arts, Muse Hopper Mobile Museum

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, board of directors
- 2—Employee involvement, quality of applications, management capability
- 3—Support by other firms, support by foundations/government, gifts from individuals, coordination with similar groups, artistic merit
- 4—Publicity value
- 5—Matching grants, size of audience

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Dow Jones & Co. Inc. New York, NY

Foundation/Trust:
Dow Jones Foundation
22 Cortlandt Street
New York, NY 10007

Contributions contact: Leonard E. Doherty,
Administrative Officer

Phone: (609) 452-2000

Information year: 1982

Total contributions-all categories: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: Depends on request

Dresser Industries, Inc.
P.O. Box 718
Dallas, TX 75221

Foundation/Trust:
Dresser Foundation, Inc. and
Dresser Harbison Foundation,
Inc.

Contributions contact: D.P. McElvain,
Executive Vice President, Financial Services
Group

Phone: (214) 746-6817

Information year: 1981

Total contributions-all categories: \$3,400,211

Arts & culture: Total contributions, \$213,485;
largest contribution, \$50,000; number of
contributions, 49

Health & welfare: Total contributions,
\$1,745,710; largest contribution, \$200,000;
number of contributions, 252

Education: Total contributions, \$1,044,690;
largest contribution, \$75,000; number of
contributions, 152

Civic: Total contributions, \$150,744; largest
contribution, \$7,500; number of contributions,
48

Other: Total contributions, \$245,482; largest
contribution, \$50,000; number of contributions,
37

Geographic areas encompassed by arts
contributions: National, 20.9%; home office,
13.0%; plant locations, 66.1%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Complete
budget, IRS letter, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, theater,
symphony/chamber orchestra, dance,
film/video, opera

Recent examples of arts contributions
recipients: Dallas Symphony Orchestra,
Pittsburgh Symphony Orchestra, Kennedy
Center, Public Communications, Inc., Dallas
Museum of Fine Arts

Kinds of support normally considered: Capital
projects, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, employee
involvement
- 2—Impact on local community, size of
audience, quality of applications, artistic
merit
- 3—Publicity value, support by other firms,
support by foundations/government, gifts
from individuals, coordination with similar
groups
- 4—Matching grants, management capability
- 5—Board of directors

Ducommun Incorporated
612 South Flower Street
Los Angeles, CA 90017

Contributions contact: Edmond G.
Ducommun, Director, Community Relations

Phone: (213) 612-4217

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts
contributions: Home office, 95%; plant
locations, 5%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Prior to December

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, board list, contributors list, audited statement

Weeks required for full review and decisions:

4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, public TV/radio, symphony/chamber orchestra

Recent examples of arts contributions recipients: Los Angeles County Museum of Art, Los Angeles Contemporary Art Museum, Los Angeles Music Center Unified Fund

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms, size of audience, coordination with similar groups, management capability, board of directors
- 2—Support by foundations/government
- 3—Matching grants, quality of applications, artistic merit
- 4—Gifts from individuals
- 5—Employee involvement, publicity value

E.I. Du Pont de Nemours & Company
1007 Market Street
Wilmington, DE 19898

Contributions contact: John J. Burchenal,
Executive Secretary, Public Affairs Committee

Information year: 1981

Total contributions-all categories: \$11,019,000
(U.S. only)

Arts & culture: Total contributions, \$333,000; largest contribution, \$50,000; number of contributions, 73; number of requests, est. 600

Health & welfare: Total contributions, \$2,458,000; largest contribution, \$840,000; number of contributions, 320

Education: Total contributions, \$5,973,000; largest contribution, \$220,000; number of contributions, 313

Civic: Total contributions, \$664,000; largest contribution, \$118,000; number of contributions, 207

Other: Total contributions, \$1,591,000; number of contributions, 161

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Grand Opera House, Inc. (Wilmington), Delaware Art Museum (Wilmington), Eleutherian Mills-Hagley Foundation (Wilmington), Kennedy Center

Kinds of support normally considered: General operating expenses, capital projects, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 2—Geographical location, impact on local community, employee involvement, artistic merit, management capability
- 3—Support by other firms, size of audience, quality of applications, coordination with similar groups
- 4—Publicity value, support by foundations/government, gifts from individuals, board of directors
- 5—Matching grants

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1979

Duquesne Light Company

**435 Sixth Avenue
Pittsburgh, PA 15220**

Contributions contact: D.O. Messner, Manager, Public Information

Phone: (412) 456-6279

Information year: 1981

Total contributions-all categories: \$358,070

Arts & culture: Total contributions, \$9,946; largest contribution, \$3,500; number of contributions, 8

Health & welfare: Total contributions, \$317,396; largest contribution, \$274,500 (United Way); number of contributions, 24

Education: Total contributions, \$18,150; largest contribution, \$10,000; number of contributions, 9

Civic: Total contributions, \$12,578; largest contribution, \$4,500; number of contributions, 21

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: 4-5

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Pittsburgh Ballet Theatre, Pittsburgh Symphony Orchestra, Civic Light Opera

Kinds of support normally considered: General operating expenses, capital projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, employee involvement, quality of applications, management capability
- 2—Support by other firms
- 3—Coordination with similar groups, artistic merit, tax credits under the Pennsylvania Neighborhood As
- 4—Size of audience
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, board of directors

Arts support other than contributions: In kind services and technical assistance, \$3,000; program advertising, \$5,000

Durham Corporation

**P.O. Box 27807
2610 Wycliff Road
Raleigh, NC 27611**

Contributions contact: Floyd E. Skipper, Vice President and Secretary

Phone: (919) 782-6110

Information year: 1981

Total contributions-all categories: \$52,702

Arts & culture: Total contributions, \$2,850; largest contribution, \$2,750; number of contributions, 2

Health & welfare: Total contributions, \$1,669; largest contribution, \$500; number of contributions, 9

Education: Total contributions, \$21,970; largest contribution, \$4,400; number of contributions, 38

Civic: Total contributions, \$8,339; largest contribution, \$2,500; number of contributions, 34

Other: Total contributions, \$17,874; largest contribution, \$17,344; number of contributions, 2

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 9%; home office, 90%; sales locations, 1%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, application form
Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: North Carolina Symphony Society, North Carolina Art Museum (capital project), Museum of History Associates

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, management capability
- 2—Impact on local community
- 3—Publicity value, size of audience, board of directors
- 4—Employee involvement, support by other firms, quality of applications
- 5—Support by foundations/government, gifts from individuals, coordination with similar groups, artistic merit

EG & G Incorporated Wellesley, MA

Foundation/Trust:
EG & G Foundation
c/o EG & G, Inc.
45 William Street
Wellesley, MA 02181

Contributions contact: Jeanne G. Peters, Trust Administrator

Phone: (617) 237-5100

Information year: 1981

Total contributions-all categories: \$91,300

Arts & culture: Total contributions, \$2,450

Health & welfare: Total contributions, \$44,850

Education: Total contributions, \$29,550

Civic: Total contributions, \$6,700

Other: Total contributions, \$7,750

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Foundation Board

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter
Weeks required for full review and decisions: 12-16

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, size of audience, quality of applications, management capability, board of directors

Eastman Kodak Company 343 State Street Rochester, NY 14650

Contributions contact: Stanley C. Wright, Secretary, Financial Aid Committee

Phone: (716) 724-3127

Information year: 1980

Total contributions-all categories: \$9,491,000

Arts & culture: Total contributions, \$1,400,000; largest contribution, \$978,000; number of contributions, 27; number of requests, 1,200

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 1%; home office, 90%; plant locations, 9%

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio

Recent examples of arts contributions

recipients: Rochester Museum and Science Center, Rochester Philharmonic Orchestra, Rochester Memorial Art Gallery, GeVa Theatre

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, management capability
2—Size of audience, coordination with similar groups, artistic merit, board of directors
4—Publicity value
5—Support by other firms, matching grants, support by foundations/government, quality of applications, gifts from individuals

Local or national awards received for arts support: Business in the Arts Award, 1979

Ebsco Industries, Inc P.O. Box 1943 Birmingham, AL 35201

Contributions contact: Elton B. Stephens, Chairman

Phone: (205) 252-1212

Information year: 19

Total contributions-all categories: 5% of pre-tax income

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 95%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No
Written guidelines available: No
Requirements for applications: n/a

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, literature, museums, performing arts, public TV/radio, symphony/chamber orchestra, dance, film/video

Recent examples of arts contributions recipients: Endowed the concertmaster's chair in a symphony orchestra

Kinds of support normally considered: Corporate art purchases, special projects, matching gifts, endow symphony chairs

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit, management capability
- 2—Matching grants
- 3—Quality of applications, gifts from individuals, coordination with similar groups, board of directors
- 5—Publicity value, support by other firms, support by foundations/government, size of audience

Arts support other than contributions: Personal services, \$n/a

Local or national awards received for arts support: Alyce Billings Walker Award, 1981, Birmingham Festival of Arts Award, 1981, 1982

El Paso Electric Company
P.O. Box 982
El Paso, TX 79960

Contributions contact: Catherine Harmon,
Corporate Communications Supervisor

Phone: (915) 543-4322

Information year: 1981

Total contributions-all categories: \$153,382

Arts & culture: Total contributions, \$13,024; largest contribution, \$5,000; number of contributions, 11

Health & welfare: Total contributions, \$54,210; largest contribution, \$44,000; number of contributions, 29

Education: Total contributions, \$31,790; largest contribution, \$7,000; number of contributions, 41

Civic: Total contributions, \$43,095; largest contribution, \$5,000; number of contributions, 80

Other: Total contributions, \$11,268; largest contribution, \$2,000; number of contributions, 28

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 2%; service area, 98%

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 2

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: El Paso Art Museum, El Paso Community Foundation, El Paso Symphony Orchestra, Southwest Repertory Organization, Ballet El Paso

Kinds of support normally considered: Capital projects, corporate art purchases

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community, management capability
- 2—Geographical location, publicity value, size of audience, board of directors
- 3—Employee involvement, quality of applications, gifts from individuals, coordination with similar groups, artistic merit
- 4—Support by other firms, matching grants, support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$10,000; in kind services and technical assistance, \$5,500

El Paso Products Company
P.O. Box 3986
Seventh and Grant
Odessa, TX 79760

Contributions contact: James A. Collins,
Director, Public Relations

Phone: (915) 333-7498

Information year: 1981

Total contributions-all categories: \$190,000

Arts & culture: Total contributions, \$26,000; largest contribution, \$5,000; number of contributions, 17

Health & welfare: Total contributions, \$33,000; largest contribution, \$10,000; number of contributions, 16

Education: Total contributions, \$16,700; largest contribution, \$5,000; number of contributions, 18

Civic: Total contributions, \$75,000; largest contribution, \$35,000 (United Way); number of contributions, 95

Other: Total contributions, \$39,300; largest contribution, \$2,518; number of contributions, 71

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 95%; plant locations, 5%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 4-6 for requests over \$500, 2-3 for smaller requests

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Midland-Odessa Symphony, Globe Theatre, Permian Basin Ballet, Texas Historical Association

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location
- 2—Impact on local community, artistic merit, management capability
- 3—Employee involvement, quality of applications, coordination with similar groups, board of directors
- 4—Publicity value, support by other firms, gifts from individuals
- 5—Matching grants, support by foundations/government, size of audience

Arts support other than contributions: Project support through advertising/public relations, \$25,000; in kind services and technical assistance, \$25,000; volunteers,

Local or national awards received for arts support: Golden Baton, 1982, Friend of the Arts, 1980, Builders Award, 1982

Elcor Corporation
2100 Wilco Building
Midland, TX 79701

Contributions contact: Leslie Boren,
Administrative Assistant to Executive Vice
President and Vice Chairman

Phone: (915) 685-0200

Information year: 19

Total contributions-all categories: \$60,000

Arts & culture: Total contributions, \$6,500;
largest contribution, \$2,500; number of
contributions, 10; number of requests, n/a

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
IRS letter

Weeks required for full review and decisions:
4

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, community arts,
museums, performing arts

**Recent examples of arts contributions
recipients:** Theatre Midland, Midland
Symphony and Chorale, Museum of the
Southwest

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**
1—Geographical location, impact on local
community, employee involvement

Elizabethtown Gas Company
One Elizabethtown Plaza
Elizabeth, NJ 07207

Contributions contact: Kenneth G. Ward,
Corporate Secretary

Phone: (201) 289-5000

Information year: 1982

Total contributions-all categories: \$40,750
(.31% of pre-tax earnings)

Arts & culture: Total contributions, none

Health & welfare: Total contributions, \$5,650;
largest contribution, \$1,500; number of
contributions, 14

Education: Total contributions, \$1,950; largest
contribution, \$750; number of contributions, 7

Civic: Total contributions, \$13,950; largest
contribution, \$2,000; number of contributions,
19

Other: Total contributions, \$12,550; largest
contribution, \$5,750; number of contributions,
10

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** company service area

Non-home office contributions decisions:
Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
board list, contributors list

Weeks required for full review and decisions:
1

Emerson Electric Co.
P.O. Box 4100
8000 West Florissant
St. Louis, MO 63136

Foundation/Trust:
Emerson Charitable Trust

Contributions contact: Robert B. Crane,
Director of Corporate Affairs

Phone: (314) 553-3614

Information year: 1981

Total contributions-all categories: \$2,978,788

Arts & culture: Total contributions, \$447,244;
largest contribution, \$100,000

Health & welfare: Total contributions,
\$1,381,830; largest contribution, \$195,500

Education: Total contributions, \$851,674;
largest contribution, \$100,000

Civic: Total contributions, \$218,563; largest
contribution, \$30,000

Other: Total contributions, \$79,477

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 5%; home office, 57%;
plant locations, 38%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: 60 days before end of
each quarter

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list

Weeks required for full review and decisions:
4-8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public
TV/radio, visual arts/crafts, theater,
symphony/chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** St. Louis Art Museum, Arts &
Education Council of Greater St. Louis, Strand
Theater of Shreveport (LA), Saint Louis
Symphony Society, Opera Theatre of St. Louis

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community, employee
involvement
- 2—Quality of applications, artistic merit,
management capability
- 3—Geographical location, size of audience,
coordination with similar groups, board of
directors
- 4—Publicity value, support by other firms,
support by foundations/government, gifts
from individuals
- 5—Matching grants

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

**Local or national awards received for arts
support:** Business in the Arts Award, 1977, for
art and education fundraising; Business in the
Arts Award, 1978, for art museum support;
Business in the Arts Award, 1980, for Mozart
opera translations

Emery Worldwide
Old Danbury Road
Wilton, CT 06897

Contributions contact: B. Graves, Manager,
Communications

Information year: 1982

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 10.3%; plant locations, 8.1%; field offices, 65%; administrative office, 6.6%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Early in the year
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter
Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: High Museum of Art, Everson (NY) Museum of Art, Cleveland Civic Ballet, Silvermine Guild (Norwalk, CT), Children's Museum (CT)

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Size of audience, board of directors
- 3—Employee involvement, artistic merit, management capability
- 4—Publicity value, matching grants, quality of applications, coordination with similar groups
- 5—Support by other firms, support by foundations/government, gifts from individuals

Emhart Corporation

426 Colt Highway
Farmington, CT 06032

Contributions contact: John F. Budd, Jr., Vice President, External Relations

Phone: (203) 677-4631

Information year: 1980

Total contributions-all categories: \$600,000

Arts & culture: Total contributions, \$32,000; largest contribution, \$10,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Non-home office contributions decisions:
Home, Field

Annual report on contributions: Yes

Application deadline: October 1
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Greater Hartford Arts Council

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement, matching grants, size of audience

2—Quality of applications, management capability

3—Support by other firms, coordination with similar groups, board of directors

4—Gifts from individuals

5—Publicity value

Arts support other than contributions:
products for auctions, \$100

Employers Mutual Casualty Company

717 Mulberry Street
Des Moines, IA 50309

Contributions contact: Robb B. Kelley,
President

Phone: (515) 280-2587

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, \$5,900

Scope of information: Corporation only

Geographic areas encompassed by arts
contributions: Home office, 95%; sales
locations, 5%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
3

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Arts centers, museums, performing
arts

Recent examples of arts contributions
recipients: Living History Farm, Des Moines
Art Center, Des Moines Civic Ballet
Association, Des Moines Metro Opera, Des
Moines Symphony Association

Kinds of support normally considered: General
operating expenses

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

1—Geographical location, impact on local
community, employee involvement,

coordination with similar groups,
management capability, board of directors

2—Support by other firms, artistic merit

4—Publicity value

5—Matching grants, support by
foundations/government, size of audience,
quality of applications, gifts from
individuals

Local or national awards received for arts
support: United Campaign Award

Equifax Inc.
P.O. Box 4081
Atlanta, GA 30302

Foundation/Trust:
Equifax Foundation

Contributions contact: H.D. Arnold, Staff Vice
President

Phone: (404) 885-8305

Information year: 1982

Total contributions-all categories: \$250,000

Arts & culture: Total contributions, 20%

Health & welfare: Total contributions, 30%

Education: Total contributions, 40%

Civic: Total contributions, 10%

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: National

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions:
3

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Atlanta Arts Alliance, Capital Children's Museum (Washington, DC)

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, management capability
- 2—Employee involvement, quality of applications, artistic merit, board of directors
- 3—Geographical location, publicity value, matching grants, size of audience
- 4—Support by other firms, support by foundations/government, gifts from individuals, coordination with similar groups

Equitable Life Assurance Society of the United States 1285 Avenue of the Americas New York, NY 10019

Contributions contact: Ellen McGoldrick,
Assistant Director, Corporate Support
Programs

Phone: (212) 554-3793

Information year: 1981

Total contributions-all categories: \$3,800,000

Arts & culture: Total contributions, \$178,000 (not including \$62,000 in matching gifts); largest contribution, \$55,000; number of contributions, 23 (not including matching gifts)

Health & welfare: Total contributions, \$193,500 (not including \$46,000 in matching gifts); largest contribution, \$52,000; number of contributions, 16 (not including matching gifts)

Education: Total contributions, \$846,355 (not including \$421,503 in matching gifts); largest contribution, \$200,000; number of contributions, 235

Civic: Total contributions, \$1,398,560 (includes \$741,613 to United Way); largest contribution, \$60,000; number of contributions, 60 (not including United Way)

Other: Total contributions, \$635,653

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 100%

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: Yes; for 1981

Best time to apply: Late summer-early fall
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, IRS 990 form

Weeks required for full review and decisions:
8

ARTS SUPPORT

Kinds of arts organizations/activities supported: National organizations, visual arts/crafts, national arts service organizations

Recent examples of arts contributions recipients: American Association of Museums, Dance Notation Bureau, Opera America, Volunteer Lawyers for the Arts, Awards in the Visual Arts Program

Kinds of support normally considered: General operating expenses, corporate art purchases, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Coordination with similar groups, management capability
- 3—Quality of applications, board of directors
- 4—Support by foundations/government, size of audience
- 5—Geographical location, impact on local community, employee involvement, publicity value, support by other firms, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a; furniture, \$10,000

Esmark, Inc. Chicago, IL

Foundation/Trust:
Esmark, Inc. Foundation
55 East Monroe
Chicago, IL 60603

Contributions contact: Liz Sode, Manager of Corporate Affairs

Phone: (312) 431-3680

Information year: 1981

Total contributions-all categories: \$1,040,796 (includes matching gifts)

Arts & culture: Total contributions, \$96,118; largest contribution, \$6,000; number of contributions, 53

Health & welfare: Total contributions, \$292,775; largest contribution, \$107,000; number of contributions, 57

Education: Total contributions, \$323,057; largest contribution, \$54,783; number of contributions, 214

Civic: Total contributions, \$91,823; largest contribution, \$8,000; number of contributions, 49

Other: Total contributions, \$237,023

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, LT 1%; home office, 99%

Annual report on contributions: No
Annual report planned: No

Application deadline: January 1, April 1, July 1, October 1.

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6 average, 12 maximum

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera, matching gifts to public television/radio

Recent examples of arts contributions recipients: Field Museum of Natural History, Chicago Theater Group, Lyric Opera of Chicago, National Corporate Fund for Dance, Steppenwolf Theater Company

Kinds of support normally considered: General operating expenses, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability, board of directors
- 2—Size of audience, quality of applications, coordination with similar groups
- 3—Employee involvement, publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals

Local or national awards received for arts support: CINDY award, 1977, industrial film competition; Family Circle Magazine Gold Leaf, 1977, for best educational program (for exhibit); Casebook's "Best in Exhibition Design", 1978, for "Food For Life" exhibit

Ethyl Corporation
P.O. Box 2189
330 South 4th Street
Richmond, VA 23217

Contributions contact: Charles H. Zeanah,
Director, Corporate Community Relations

Phone: (804) 788-5617

Information year: 1981

Total contributions-all categories: \$1,964,159

Arts & culture: Total contributions, \$410,420;
largest contribution, \$100,000; number of
contributions, 63

Health & welfare: Total contributions,
\$617,331; largest contribution, \$179,920;
number of contributions, 194

Education: Total contributions, \$785,930;
largest contribution, \$220,000; number of
contributions, 119

Civic: Total contributions, \$46,965; largest
contribution, \$5,000; number of contributions,
160

Other: Total contributions, \$103,513

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Application deadline: July, August, September
budget reviews

Written guidelines available: No

Requirements for applications: Narrative/letter,
IRS letter, board list, contributors list, audited
statement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, museums, national organizations,
performing arts, public TV/radio

**Recent examples of arts contributions
recipients:** Kennedy Center, Virginia Museum
of Fine Arts, Virginia Center for Performing
Arts, VCU student art exhibit, Whitehouse
Preservation Foundation

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

1—Geographical location, employee
involvement

2—Board of directors

3—Impact on local community, support by
other firms, matching grants, support by
foundations/government, gifts from
individuals, coordination with similar
groups, management capability

5—Publicity value, size of audience, quality of
applications, artistic merit

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

European American Bank
10 Hanover Square
New York, NY 10015

Contributions contact: Michael P. Quane,
Marketing Officer

Phone: (212) 437-4859

Information year: 1981

Total contributions-all categories: \$309,901

Arts & culture: Total contributions, \$31,354;
largest contribution, \$5,000; number of
contributions, 40

Health & welfare: Total contributions, \$76,310; largest contribution, \$25,000; number of contributions, 60

Education: Total contributions, \$62,186; largest contribution, \$25,000; number of contributions, 50

Civic: Total contributions, \$18,153; largest contribution, \$2,100; number of contributions, 120

Other: Total contributions, \$121,898; largest contribution, \$15,000; number of contributions, 400

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 20%; sales locations, 80%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 3-4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: American Friends of the Israel Philharmonic, Lincoln Center, Long Island Philharmonic, Long Island Symphony, Metropolitan Opera Club

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement, publicity value, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

5—Support by other firms, matching grants, support by foundations/government, size of audience

Arts support other than contributions: Project support through advertising/public relations, \$72,000

Local or national awards received for arts support: Town of Oyster Bay citations, 1980, 1981

Evans Products Company **P.O. Box 3295** **1121 Southwest Salmon Street** **Portland, OR 97208**

Contributions contact: Gerald A. Parsons, Vice President, Corporate Relations

Phone: (503) 222-5592

Information year: 1981

Total contributions-all categories: \$206,000 (not including \$3,000,000 pledge for Performing Arts Center)

Arts & culture: Total contributions, \$62,000; largest contribution, \$17,500

Health & welfare: Total contributions, \$59,000; largest contribution, \$50,000

Education: Total contributions, \$36,000; largest contribution, \$12,000

Civic: Total contributions, \$49,000; largest contribution, \$17,500

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, corporate headquarters

Non-home office contributions decisions: group executives

Annual report on contributions: No
Annual report planned: No

Best time to apply: First of each month
Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
6-8

ARTS SUPPORT

Kinds of arts organizations/activities
supported: All types

Recent examples of arts contributions
recipients: Business Committee for the Arts,
American Symphony Orchestra League,
Chamber Music Northwest, Oregon
Shakespearean Festival Association, Oregon
School of Arts & Crafts

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, employee
involvement, size of audience, quality of
applications, artistic merit, management
capability
- 3—Publicity value, support by other firms,
matching grants, support by
foundations/government, coordination with
similar groups, board of directors
- 5—Gifts from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

Local or national awards received for arts
support: Business in the Arts Award, 1981,
Portland Chamber Art Award, 1980,
Governor's Award, 1981

Ex-Cell-o Corporation

2855 Coolidge Road
Troy, MI 48084

Foundation/Trust: Ex-Cell-o Corporation Foundation

Contributions contact: Robert C. Williams,
Vice President, Administration

Phone: (313) 649-1000 x325

Information year: 19

Total contributions-all categories: \$500,000

Arts & culture: Total contributions, \$22,500;
largest contribution, \$4,000; number of
contributions, est. 12-15; number of requests,
est. 20-25

Geographic areas encompassed by arts
contributions: Home office, plant locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Early in fiscal year
Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
4-6

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Museums, performing arts, public
TV/radio

Recent examples of arts contributions
recipients: Detroit Symphony Orchestra,
Detroit Art Institute, Detroit Public Library,
WTWS auction (Public Television)

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, board of directors
- 3—Employee involvement, publicity value
- 4—Support by other firms, matching grants, management capability
- 5—Support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Exxon Corporation
1251 Avenue of the Americas
New York, NY 10020

Foundation/Trust:
The Exxon Foundation
(education only)

Contributions contact: Leonard Fleischer,
Senior Advisor, Arts Programs

Phone: (212) 398-3078

Information year: 1981

Total contributions-all categories: \$45,117,000

Arts & culture: Total contributions, \$8,920,000; largest contribution, \$250,000; number of contributions, est. 400

Health & welfare: Total contributions, \$3,655,000

Education: Total contributions, \$23,517,000

Civic: Total contributions, \$4,267,000

Other: Total contributions, \$4,758,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions:

Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions

recipients: Circle Repertory Theatre, Solomon R. Guggenheim Museum, Jazzmobile, Joffrey Ballet, Hospital Audiences

Kinds of support normally considered: General operating expenses, special projects, matching gifts, research and publications

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability
- 2—Employee involvement, matching grants, size of audience, board of directors
- 3—Publicity value, support by other firms, support by foundations/government
- 4—Coordination with similar groups
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1980, 1981

FMC Corporation
Chicago, IL

Foundation/Trust:
FMC Foundation
200 East Randolph
Chicago, IL 60601

Contributions contact: Edward Kolodziej,
Executive Director, Foundation

Phone: (312) 861-6102

Information year: 1981

Total contributions-all categories: \$1,461,002

Arts & culture: Total contributions, \$76,350;
largest contribution, \$20,000; number of
contributions, 17

Health & welfare: Total contributions,
\$461,883; largest contribution, \$49,000;
number of contributions, 75

Education: Total contributions, \$493,068;
largest contribution, \$41,029; number of
contributions, 95

Civic: Total contributions, \$37,400; largest
contribution, \$10,000; number of contributions,
14

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, 12%; plant
locations, 50%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: Yes; for 1982

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:

4

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, theater,
symphony/chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Academy of Natural Sciences, Adler
Planetarium (Chicago), Music and Arts
Foundation of Santa Clara (CA), San Jose
Symphony, University of Wyoming Art
Museum

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, employee
involvement
- 2—Impact on local community, management
capability
- 3—Publicity value, support by other firms,
quality of applications, coordination with
similar groups, artistic merit, board of
directors
- 4—Support by foundations/government, size
of audience
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

Facet Enterprises, Inc.
7030 South Yale Avenue
Tulsa, OK 74177

Contributions contact: John Hamill, Director,
Corporate Relations

Phone: (918) 492-1800

Information year: 1981

Total contributions-all categories: \$17,500

Arts & culture: Total contributions, est. 30%

Health & welfare: Total contributions, est. 10%

Education: Total contributions, est. 25%

Civic: Total contributions, est. 25%

Other: Total contributions, est. 10%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,

IRS letter, board list, audited statement

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, literature, museums, performing arts, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Philbrook Art Museum, Arts & Humanities Council of Tulsa, Oklahoma Summer Arts Institute, Tulsa Ballet Theater, Tulsa Philharmonic

Kinds of support normally considered: General operating expenses, capital projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location

2—Impact on local community, employee involvement, quality of applications

3—Size of audience, artistic merit, management capability, board of directors

4—Support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$500; in kind services and technical assistance, \$2,500

The Family Lines Rail System

500 Water Street
Jacksonville, FL 32202

Contributions contact: R.L. Bullard, Assistant Vice President, Corporate Communications

Phone: (904) 359-1505

Information year: 1981

Total contributions-all categories: \$539,568

Arts & culture: Total contributions, \$96,066; largest contribution, \$20,000; number of contributions, 18; number of requests, 29

Health & welfare: Total contributions, \$234,214; largest contribution, \$20,000; number of contributions, 96; number of requests, 122

Education: Total contributions, \$172,325; largest contribution, \$10,000; number of contributions, 42 (not including matching gifts); number of requests, 79

Civic: Total contributions, \$31,730; largest contribution, \$10,000; number of contributions, 31; number of requests, 49

Other: Total contributions, \$5,233; largest contribution, \$1,200; number of contributions, 12; number of requests, 18

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:

4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Cummer Gallery of Art (Jacksonville), Jacksonville Arts Assembly, Kentucky Center for the Arts, Virginia Museum Foundation (Richmond), Louisville Orchestra

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Employee involvement
- 2—Size of audience, quality of applications, artistic merit, management capability
- 3—Geographical location, impact on local community, publicity value, support by foundations/government, gifts from individuals, board of directors
- 4—Support by other firms, matching grants, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Farm and Home Savings Association **221 West Cherry** **Nevada, MO 64772**

Contributions contact: David Todd, Executive Vice President

Phone: (417) 667-3333

Information year: 1981

Total contributions-all categories: \$25,000

Arts & culture: Total contributions, \$2,000

Health & welfare: Total contributions, \$10,000

Education: Total contributions, \$5,000

Civic: Total contributions, \$8,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: 1

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Saint Louis Symphony Orchestra

Kinds of support normally considered: General operating expenses, corporate art purchases

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, employee involvement, size of audience, quality of applications, gifts from individuals, management capability
- 3—Publicity value, support by other firms
- 4—Coordination with similar groups, artistic merit, board of directors
- 5—Matching grants, support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Farmer Brothers Company
20333 South Normandie Avenue
Torrance, CA 90509

Contributions contact: Patti Long, Secretary to Sales Administrator

Phone: (213) 775-2451

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a

Education: Total contributions, none

Civic: Total contributions, none

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, branch locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 1

ARTS SUPPORT

Arts support other than contributions: product donations, \$n/a

Farmland Industries, Inc.
P.O. Box 7305
Kansas City, MO 64116

Contributions contact: Carol Rothwell, Community Relations Coordinator

Phone: (816) 459-6729

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, 6%; number of contributions, 12; number of requests, est. 150

Health & welfare: Total contributions, 19%; number of contributions, 66; number of requests, est. 150

Education: Total contributions, 36%; number of contributions, 51; number of requests, est. 175

Civic: Total contributions, 12%; number of contributions, 102; number of requests, est. 220

Other: Total contributions, 27% (agriculture); number of contributions, 23; number of requests, est. 500

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 45%; plant locations, 25%; sales locations, 30%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: public television, museum (oral history of farming), restoration of historic theater, historical mural, local youth symphony

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 2—Geographical location, coordination with similar groups, artistic merit
- 3—Employee involvement, size of audience, quality of applications, management capability, board of directors
- 4—Impact on local community, publicity value
- 5—Support by other firms, matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a; matching tickets program for employees, \$n/a

Federal Express Corporation

P.O. Box 727
Memphis, TN 38194

Contributions contact: Lisa Daniel, Community Relations

Phone: (901) 797-6086

Information year: 1982

Total contributions-all categories: \$654,508

Arts & culture: Total contributions, 17%

Health & welfare: Total contributions, 48%

Education: Total contributions, 28%

Civic: Total contributions, 5%

Other: Total contributions, 2%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 3%; home office, 96%; plant locations, 1%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: Yes; for 1983

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
6

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Memphis Arts Council, Memphis Pink Palace Museum, WKNO (Public Television), Memphis Symphony League

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, support by other firms, matching grants, support by foundations/government, quality of applications, gifts from individuals, artistic merit, management capability
- 2—Size of audience, coordination with similar groups, board of directors
- 4—Publicity value

Federal-Mogul Corporation

P.O. Box 1966
Detroit, MI 48235

Foundation/Trust:
Federal-Mogul Charitable Trust
National Bank of Detroit
Federal-Mogul Corporation Charitable Trust Fund, P.O. Box 222-A
Detroit, MI 48232

Contributions contact: David T. Snyder, Secretary, Contributions Committee

Phone: (313) 354-9928

Information year: 1980

Total contributions-all categories: \$470,852

Arts & culture: Total contributions, \$29,833; largest contribution, \$10,000; number of contributions, 8 (over \$500)

Health & welfare: Total contributions, \$136,723; largest contribution, \$28,600; number of contributions, 26 (over \$500)

Education: Total contributions, \$103,185; largest contribution, \$40,000; number of contributions, 22 (over \$500)

Civic: Total contributions, \$42,818; largest contribution, \$15,025; number of contributions, 15

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, national organizations, performing arts, public TV/radio, symphony/chamber orchestra

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location

2—Impact on local community, artistic merit, management capability, board of directors

3—Employee involvement, support by other firms

5—Publicity value, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$5,000 maximum

Fidelity National Bank of Baton Rouge 440 Riverside Mall Baton Rouge, LA 70801

Contributions contact: Frank S. Craig, Jr.,
Chairman and Chief Executive Officer

Phone: (504) 387-2171

Information year: 1981

Total contributions-all categories: \$78,377

Arts & culture: Total contributions, \$5,865; largest contribution, \$4,000; number of contributions, 4

Health & welfare: Total contributions, \$55,316; largest contribution, \$26,625; number of contributions, 11

Education: Total contributions, \$8,726; largest contribution, \$6,350; number of contributions, 7

Civic: Total contributions, \$7,770; largest contribution, \$6,600; number of contributions, 6

Other: Total contributions, \$700

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Arts and Humanities Council, Louisiana Arts and Science Center, Southwestern Region Ballet Festival, Baton Rouge Symphony, Friends of Louisiana Public Broadcasting

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Support by other firms, management capability
- 3—Publicity value, size of audience, quality of applications, coordination with similar groups, board of directors
- 4—Employee involvement
- 5—Matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$1,500 est.; Executive volunteers on boards and committees, \$n/a

Fireman's Fund Insurance Companies

**3333 California Street
San Francisco, CA 94118**

**Foundation/Trust:
Fireman's Fund Insurance
Company Foundation**

Contributions contact: J. Ann McLaury,
Director, Foundation

Phone: (415) 929-2223

Information year: 1981

Total contributions-all categories: \$1,413,423

Arts & culture: Total contributions, \$207,895; largest contribution, \$85,000; number of contributions, 26

Health & welfare: Total contributions, \$493,172; largest contribution, \$182,564 (United Way); number of contributions, 54

Education: Total contributions, \$581,062; largest contribution, \$200,000; number of contributions, 395 (includes 362 matching gifts)

Civic: Total contributions, \$58,940; largest contribution, \$21,933; number of contributions, 17

Other: Total contributions, \$20,100; largest contribution, \$15,000; number of contributions, 14

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 2%; home office, San Francisco, Marin County, 98%

Non-home office contributions decisions: Home, Home and field jointly, Directors upon branch recommendation

Annual report on contributions: Yes

Best time to apply: Quarterly

Written guidelines available: Yes

Requirements for applications: Application form
Weeks required for full review and decisions: 8-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: American Conservatory Theatre

Kinds of support normally considered: General operating expenses, capital projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability, board of directors
- 2—Employee involvement, size of audience, quality of applications
- 3—Publicity value, support by other firms, matching grants, coordination with similar groups, artistic merit
- 5—Gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

First Alabama Bancshares, Inc.

**P.O. Box 1448
Montgomery, AL 36102**

Contributions contact: Charles Savage,
Corporate Banking Officer

Phone: (205) 832-8011

Information year: 19

Total contributions-all categories: n/a

Arts & culture: ; largest contribution, \$25,000

Education: ; largest contribution, \$350,000

Civic: ; largest contribution, \$100,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Plant locations, state of Alabama

Non-home office contributions decisions:
Home, Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Board list, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, symphony/chamber orchestra

Recent examples of arts contributions recipients: Montgomery Business Arts Council, Montgomery Symphony, Montgomery Museum

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Size of audience, management capability, board of directors
- 3—Employee involvement, support by other firms, gifts from individuals
- 4—Publicity value, matching grants

Arts support other than contributions: Project support through advertising/public relations, \$15,000; in kind services and technical assistance, \$n/a

**First American Bank
Corporation**
108 East Michigan Avenue
Kalamazoo, MI 49007

Contributions contact: Richard D. Klein,
Executive Vice President

Phone: (616) 383-9000

Information year: 1981

Total contributions-all categories: \$275,000

Arts & culture: Total contributions, \$18,755;
largest contribution, \$7,000

Health & welfare: Total contributions,
\$187,303; largest contribution, \$40,000

Education: Total contributions, \$26,428; largest
contribution, \$7,000

Civic: Total contributions, \$32,807; largest
contribution, \$10,000

Other: Total contributions, \$9,707

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 50%; plant
locations, 50%

Non-home office contributions decisions: Field,
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Fall

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, board list, contributors list

Weeks required for full review and decisions:
12

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, theater,
symphony/chamber orchestra

Recent examples of arts contributions

recipients: Michigan State University
Performing Arts Center, Cultural Appeal
Fund, local symphonies, Ford Library
(University of Michigan), local theatre

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, impact on local
community

2—Size of audience, quality of applications,
management capability

3—Employee involvement, board of directors

4—Publicity value, support by other firms,
support by foundations/government, gifts
from individuals, artistic merit

5—Matching grants, coordination with similar
groups

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a

**First American Bank of
Virginia**
P.O. Box 627
McLean, VA 22101

Contributions contact: Jean Segner, Corporate
Communications

Phone: (703) 827-8871

Information year: 1982

Total contributions-all categories: \$200,000

Arts & culture: Total contributions, \$30,000;
largest contribution, \$7,500; number of
contributions, 20; number of requests, 21

Health & welfare: Total contributions,
\$30,000; largest contribution, \$10,000; number
of contributions, 15; number of requests, 22

Education: Total contributions, \$35,000; largest
contribution, \$7,500

Civic: Total contributions, \$50,000; largest contribution, \$5,000; number of contributions, 25; number of requests, 41

Other: Total contributions, \$65,000; number of contributions, 20

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 90%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Application deadline: March 1

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 2-3

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Virginia Museum, National Symphony Orchestra, Wolf Trap Farm Park for the Performing Arts, WETA (Public Television/Radio), Fairfax Symphony

Kinds of support normally considered: General operating expenses, capital projects, special projects, Directors Matching Gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Impact on local community, size of audience

2—Geographical location, publicity value

3—Employee involvement, artistic merit

4—Support by other firms, matching grants, gifts from individuals, coordination with similar groups, management capability, board of directors

5—Support by foundations/government, quality of applications

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a; exhibit or event sponsorship, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1982

First Bank Saint Paul
332 Minnesota Street
St. Paul, MN 55101

Foundation/Trust:
First Bank System Foundation
(See First Bank System)

Contributions contact: Mary Ida Thomson,
Assistant Vice President

Phone: (612) 291-5440

Information year: 1981

Total contributions-all categories: \$387,658

Arts & culture: Total contributions, \$35,500; largest contribution, \$30,000; number of contributions, 5

Health & welfare: Total contributions, \$302,575; largest contribution, \$224,000; number of contributions, 7

Education: Total contributions, \$27,083; largest contribution, \$11,800; number of contributions, 35

Civic: Total contributions, \$22,500; largest contribution, \$21,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Twin Cities, 100%

Non-home office contributions decisions: Home and field jointly, metro/regional Contributions Committee

Annual report on contributions: No

Annual report planned: No

Best time to apply: Beginning of calendar year

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list

Weeks required for full review and decisions: Minimum 8-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: United Arts Fund, Film in the Cities, Actors Theatre of St. Paul

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, artistic merit, management capability
- 2—Board of directors
- 3—Matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups
- 4—Publicity value, support by other firms

Arts support other than contributions: Project support through advertising/public relations, \$n/a; ticket purchases for employee groups, \$n/a

First Bank of South Dakota, N.A.

P.O. Box 1308
141 North Main Street
Sioux Falls, SD 57117

Contributions contact: Patrick H. McGraw,
Senior Vice President

Phone: (605) 339-8646

Information year: 1981

Total contributions-all categories: \$180,000

Arts & culture: Total contributions, \$23,000; largest contribution, \$7,200; number of contributions, 15; number of requests, 20

Health & welfare: Total contributions, \$18,000; largest contribution, \$5,000; number of contributions, 11; number of requests, 15

Education: Total contributions, \$55,000; largest contribution, \$10,000; number of contributions, 35; number of requests, 38

Civic: Total contributions, \$54,000; largest contribution, \$18,000; number of contributions, more than 100; number of requests, more than 200

Other: Total contributions, \$30,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: state of South Dakota, 100%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, contributors list

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Opera singer in statewide tour, South Dakota Symphony, Shrine to Music Museum, Black Hills Playhouse, Sioux Falls Community Playhouse

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Quality of applications, artistic merit
- 3—Employee involvement, support by other firms, size of audience, coordination with similar groups, management capability
- 4—Publicity value, matching grants, support by foundations/government, gifts from individuals, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$5,000; in kind services and technical assistance, \$4,000

Local or national awards received for arts support: Business in the Arts Award-honorable mention, 1975, for photography contest of historical sites

First Bank System

P.O. Box 522

Minneapolis, MN 55480

Foundation/Trust:

First Bank System Foundation

Contributions contact: Lloyd L. Brandt, Vice President

Phone: (612) 370-5176

Information year: 1981

Total contributions-all categories: \$3,851,250

Arts & culture: Total contributions, \$482,110; largest contribution, \$75,000

Health & welfare: Total contributions, \$139,748; largest contribution, \$5,000

Education: Total contributions, \$879,390; largest contribution, \$100,000

Civic: Total contributions, \$2,190,036 (includes social welfare); largest contribution, \$194,000

Other: Total contributions, \$38,358

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 92%; geographic areas served by affiliates, 3%

Non-home office contributions decisions: 13-member contributions committee representing affiliate banks and First Bank System

Annual report on contributions: Yes

Application deadline: Quarterly

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Walker Art Center, St. Paul-Ramsey Arts and Science Council, Minneapolis Society of Fine Arts, South Dakota Memorial Arts Center, Montana Institute of Arts Foundation

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Employee involvement, publicity value, support by other firms, support by foundations/government, size of audience, coordination with similar groups, artistic merit, board of directors
- 3—Quality of applications, gifts from individuals
- 5—Matching grants

**The First Boston
Corporation
New York, NY**

**Foundation/Trust:
The First Boston Foundation
One Federal Street
Boston, MA 02110**

Contributions contact: Adele V. Lucchesi,
Secretary

Phone: (212) 909-2021

Information year: 1981

Total contributions-all categories: \$185,050

Arts & culture: Total contributions, \$12,300;
largest contribution, \$2,000; number of
contributions, 17

Health & welfare: Total contributions,
\$75,625; largest contribution, \$50,000; number
of contributions, 16

Education: Total contributions, \$49,500; largest
contribution, \$20,000; number of contributions,
9

Civic: Total contributions, \$14,550; largest
contribution, \$6,000; number of contributions,
6

Other: Total contributions, \$33,075

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, 20%; home office,
75%; sales locations, 5%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
audited statement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Museums, national organizations,
performing arts, public TV/radio,
symphony/chamber orchestra, opera

**Recent examples of arts contributions
recipients:** Lincoln Center, WNET (Public
Television), Metropolitan Museum of Art,
South Street Seaport Museum, Whitney
Museum

Kinds of support normally considered: General
operating expenses, capital projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location
 - 3—Impact on local community, coordination
with similar groups, board of directors
 - 4—Matching grants, quality of applications,
artistic merit, management capability
 - 5—Employee involvement, publicity value,
support by other firms, support by
foundations/government, size of audience,
gifts from individuals
-
-

**First Chicago
Corporation/The First
National Bank of Chicago
One First National Plaza
Chicago, IL 60670**

**Foundation/Trust:
First National Bank of Chicago
Foundation**

Contributions contact: Diane M. Smith,
Assistant Vice President

Phone: (312) 732-6948

Information year: 1981

Total contributions-all categories: \$1,402,890

Arts & culture: Total contributions, \$178,210;
largest contribution, \$35,000; number of
contributions, 31 (number of gifts for each
category includes only gifts of \$100 or more)

Health & welfare: Total contributions, \$724,650; largest contribution, \$525,000; number of contributions, 76

Education: Total contributions, \$273,643; largest contribution, \$70,000; number of contributions, 33 (not including matching gifts)

Civic: Total contributions, \$172,062; largest contribution, \$35,000; number of contributions, 34

Other: Total contributions, \$54,325; number of contributions, 39

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 95%; regional locations, 5%

Annual report on contributions: No
Annual report planned: Yes

Best time to apply: Early in the fiscal year
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 12-16

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Chicago Symphony Orchestra, Lyric Opera of Chicago, The Art Institute of Chicago, Chicago Theatre Group, Field Museum of Natural History

Kinds of support normally considered: General operating expenses, capital projects, special projects, corporate art purchases (handled apart from the contributions process)

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, support by other firms, support by foundations/government, size of audience, quality of applications, coordination with similar groups, artistic merit, management capability, board of directors
- 2—Matching grants, gifts from individuals
- 3—Publicity value

Arts support other than contributions: In kind services and technical assistance, \$3,735

First City National Bank of Houston

P.O. Box 2557
Houston, TX 77001

Contributions contact: Susan A. Childers, Vice President

Phone: (713) 658-6086

Information year: 1981

Total contributions-all categories: \$625,000

Arts & culture: Total contributions, \$97,000; largest contribution, \$30,000; number of contributions, 20; number of requests, 50

Health & welfare: Total contributions, \$361,000; largest contribution, \$248,000; number of contributions, 27; number of requests, 45

Education: Total contributions, \$125,000; largest contribution, \$30,000; number of contributions, 30; number of requests, 40

Civic: Total contributions, \$29,000; largest contribution, \$10,000; number of contributions, 12; number of requests, 35

Other: Total contributions, \$13,000; number of contributions, 7; number of requests, 15

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: Yes; for 1983

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Houston Grand Opera, Houston Ballet, McNeil-Lehrer Report (local broadcast underwriting)

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, management capability
- 2—Employee involvement, publicity value, support by other firms, quality of applications, coordination with similar groups, artistic merit, board of directors
- 3—Support by foundations/government
- 4—Matching grants
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

First & Merchants National Bank

P.O. Box 27025

F&M Center

Richmond, VA 23261

Foundation/Trust:

First & Merchants Foundation

Information year: 1979

Total contributions-all categories: \$334,061

Arts & culture: Total contributions, \$56,000; largest contribution, \$15,000; number of contributions, 41

Geographic areas encompassed by arts contributions: Home office, 75%; plant and sales locations, 25%

Non-home office contributions decisions:
Home, Field

Annual report on contributions: No
Annual report planned: No

Application deadline: May
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions:
8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Friends of the Opera, Virginia Museum, Virginia Museum Theatre, Channel 23 (Central Virginia Public Television), Valentine Museum

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value, quality of applications, artistic merit, management capability
- 2—Board of directors
- 3—Size of audience
- 4—Employee involvement
- 5—Support by other firms, support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$39,000; in kind services and technical assistance, \$n/a; exhibition and performing space, \$n/a

**First National Bank and
Trust Company
P.O. Box 1151
Second and Grand
Ponca City, OK 74601**

Contributions contact: Rex E. Edgar, President and Chief Executive Officer

Phone: (405) 762-1644

Information year: 1981

Total contributions-all categories: \$20,000

Arts & culture: Total contributions, \$2,200; largest contribution, \$1,000; number of contributions, 5

Health & welfare: Total contributions, \$3,242; largest contribution, \$3,000; number of contributions, 5

Education: Total contributions, \$5,861; largest contribution, \$2,500; number of contributions, 9

Civic: Total contributions, \$995; largest contribution, \$360; number of contributions, 8

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations, giving is entirely local

Annual report on contributions: No

Annual report planned: No

Best time to apply: August

Written guidelines available: No

Requirements for applications: Complete budget, IRS letter, application form, contributors list

Weeks required for full review and decisions: 1

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, performing arts, visual arts/crafts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Ponca Playhouse, purchase award for art show, symphony

Kinds of support normally considered: General operating expenses, corporate art purchases

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Geographical location, impact on local community, quality of applications, artistic merit, management capability, board of directors
- 3—Publicity value, size of audience, gifts from individuals, coordination with similar groups
- 4—Employee involvement, support by other firms, matching grants, support by foundations/government

**First National Bank and
Trust Company of Lincoln**
P.O. Box 81008
13th & M Streets
Lincoln, NE 68501

Contributions contact: Dale L. Young,
Executive Vice President

Phone: (402) 471-1033

Information year: 1981

Total contributions-all categories: \$204,553

Arts & culture: Total contributions, \$19,928;
largest contribution, \$9,000; number of
contributions, 11

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Application deadline: November of preceding
year

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
application form, contributors list

Weeks required for full review and decisions:
4

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, performing arts,
public TV/radio, visual arts/crafts,
symphony/chamber orchestra, dance

**Recent examples of arts contributions
recipients:** Lincoln Community Arts Fund,
Inc., Lincoln Community Playhouse, Lincoln
Symphony, Lincoln City Ballet, Mid America
Arts Alliance

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community
- 2—Size of audience, artistic merit,
management capability, board of directors
- 3—Support by other firms, support by
foundations/government, coordination with
similar groups
- 4—Matching grants, quality of applications,
gifts from individuals
- 5—Employee involvement, publicity value

Arts support other than contributions: Project
support through advertising/public relations,
\$4,450; in kind services and technical
assistance, \$n/a

**First National Bank and
Trust Company of Oklahoma
City**
P.O. Box 25189
Oklahoma City, OK 73125

**Foundation/Trust:
First National Foundation**

Contributions contact: R. Drake Keith,
Executive Vice President

Phone: (405) 272-4000

Information year: 1981

Total contributions-all categories: \$240,318

Arts & culture: Total contributions, \$17,375;
largest contribution, \$14,000

Health & welfare: Total contributions,
\$107,425; largest contribution, \$55,000

Education: Total contributions, \$62,800; largest
contribution, \$25,000

Civic: Total contributions, \$6,000; largest
contribution, \$4,000

Other: Total contributions, \$46,698

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 90%; State of Oklahoma, 10%

Annual report on contributions: No

Annual report planned: No

Application deadline: January 1, April 1, July 1, August 1

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list

Weeks required for full review and decisions: 6-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Allied Arts, Summer Arts Festival, Omniplex (history & science museum)

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Publicity value, quality of applications, gifts from individuals, board of directors
- 2—Geographical location, impact on local community, management capability
- 3—Support by other firms, size of audience, artistic merit
- 4—Support by foundations/government, coordination with similar groups
- 5—Employee involvement, matching grants

Arts support other than contributions: Project support through advertising/public relations, \$5,000

First National Bank in Little Rock

**Capitol and Broadway
Little Rock, AR 72201**

Contributions contact: Joy Greer, Senior Vice President

Phone: (501) 371-7284

Information year: 1981

Total contributions-all categories: \$160,000

Arts & culture: Total contributions, \$16,500; largest contribution, \$7,500; number of contributions, 10-15; number of requests, 25

Health & welfare: Total contributions, \$52,200; largest contribution, \$30,000; number of contributions, 10-20; number of requests, 20-50

Education: Total contributions, \$25,000; largest contribution, \$5,000

Civic: Total contributions, \$4,000; largest contribution, \$1,000

Other: Total contributions, \$11,500

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 75%; state of Arkansas, 25%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, board list, contributors list, audited statement

Weeks required for full review and decisions: 3

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Arkansas Arts Center, Arkansas Symphony, Arkansas Educational Television Network, Ballet Arkansas

Kinds of support normally considered: General operating expenses, commissions to artists, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Publicity value, size of audience, quality of applications, coordination with similar groups, management capability, board of directors
- 3—Employee involvement, support by other firms
- 4—Support by foundations/government
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Governor's Award for Business and the Arts, 1980,1981

The First National Bank of Boston

**100 Federal Street
Boston, MA 02110**

Foundation/Trust:

**The First National Bank of
Boston Charitable Foundation**

Contributions contact: Anne S. Tobey,
Community Investment Department

Phone: (617) 434-2171

Information year: 1981

Total contributions-all categories: \$1,126,513

Arts & culture: Total contributions, \$129,700; largest contribution, \$30,000; number of contributions, 26; number of requests, est. 100

Health & welfare: Total contributions, \$543,750; largest contribution, \$357,000 (United Way); number of contributions, 46

Education: Total contributions, \$254,824 (includes matching gifts); largest contribution, \$30,000; number of contributions, 34

Civic: Total contributions, \$163,839; largest contribution, \$60,000 (over 2 years); number of contributions, 32

Other: Total contributions, \$34,400; number of contributions, 24; number of requests, est. 370

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 97%; branches

Annual report on contributions: No
Annual report planned: Yes; for 1982

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, audited statement

Weeks required for full review and decisions:
12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, -opera

Recent examples of arts contributions

recipients: Institute of Contemporary Art, Metropolitan Center, Massachusetts Cultural Alliance, Pro Arte Chamber Orchestra, American Repertory Theatre

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability
- 2—Support by other firms, size of audience, coordination with similar groups, board of directors
- 3—Publicity value, support by foundations/government
- 4—Employee involvement, gifts from individuals
- 5—Matching grants

Arts support other than contributions: Project support through advertising/public relations, \$86,250; in kind services and technical assistance, \$n/a; corporate memberships, \$7,200

**First National Bank of
Denver
633 17th Street
Denver, CO 80202**

Contributions contact: Nancy Washington,
Community Affairs Director

Phone: (303) 893-2211

Information year: 1981

Total contributions-all categories: \$500,000

Arts & culture: Total contributions, 9%

Health & welfare: Total contributions, 22%

Education: Total contributions, 15%

Civic: Total contributions, 28%

Other: Total contributions, 26% (includes United Way)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: Summer

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Museums, national organizations, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions

recipients: Denver Art Museum, Central City Opera, Denver Center for the Performing Arts, Denver Symphony

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, management capability, board of directors
- 2—Publicity value, size of audience, coordination with similar groups, artistic merit
- 3—Employee involvement, support by other firms, matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

**First National Bank of
Princeton
90 Nassau Street
Princeton, NJ 08540**

Contributions contact: Ronda Skube,
Marketing Coordinator

Phone: (609) 921-6100

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office

Non-home office contributions decisions:
Home

Annual report on contributions: No

Best time to apply: July

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
application form, board list

Weeks required for full review and decisions:
4-6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, museums, performing arts, public
TV/radio, visual arts/crafts, theater, dance

Kinds of support normally considered: General
operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local
community, management capability
- 2—Publicity value, support by other firms,
size of audience, gifts from individuals,
artistic merit, board of directors
- 3—Employee involvement, quality of
applications
- 4—Coordination with similar groups
- 5—Matching grants, support by
foundations/government

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

**First Northwestern National
Bank
P.O. Box 30058
Billings, MT 59117**

Contributions contact: Lee Johnson, Vice
President

Phone: (406) 657-3474

Information year: 1981

Total contributions-all categories: \$62,750

Arts & culture: Total contributions, \$16,350

Health & welfare: Total contributions, \$12,300

Education: Total contributions, \$20,100

Civic: Total contributions, \$3,200

Other: Total contributions, \$10,800

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
contributors list

Weeks required for full review and decisions:
1

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Yellowstone Art Center, Billings Symphony Orchestra, Western Heritage Museum

Kinds of support normally considered: Capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability
- 2—Publicity value
- 3—Employee involvement, support by other firms, size of audience, board of directors
- 4—Matching grants
- 5—Support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$500

First Security Bank of Idaho
P.O. Box 7069
Boise, ID 83730

Foundation/Trust:
First Security Company
Foundation
P.O. Box 30006
Salt Lake City, UT 84125

Contributions contact: Julie M. Kilgrow,
Contributions and Business Development

Phone: (208) 384-6734 (Boise)

Information year: 1979

Total contributions-all categories: \$250,000

Arts & culture: Total contributions, \$50,000; largest contribution, \$2,500; number of contributions, est. 100; number of requests, 120

Geographic areas encompassed by arts contributions: Sales locations, state of Idaho

Non-home office contributions decisions:
Home, Home and field jointly

Annual report on contributions: No
Annual report planned: Yes

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Complete budget, IRS letter, application form, audited statement

Weeks required for full review and decisions:
2-3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: performing arts productions, performing arts center, local art groups (Idaho)

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, quality of applications, artistic merit, management capability, board of directors
- 3—Geographical location, employee involvement, publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$2000; in kind services and technical assistance, \$4000-\$5000

Local or national awards received for arts support: Business In The Arts Award, 1972, honorable mention

1st Source Corporation South Bend, IN

Foundation/Trust:
1st Source Bank Foundation
P.O. Box 1602
100 North Michigan
South Bend, IN 46634

Contributions contact: Peggy B. Carberry,
Assistant Vice President and Director, Public
Relations

Phone: (219) 236-2642

Information year: 1980

Total contributions-all categories: n/a

Arts & culture: Total contributions, \$54,000;
largest contribution, \$25,000; number of
contributions, 20 major

**Geographic areas encompassed by arts
contributions:** Home office, plant locations,
sales locations

Non-home office contributions decisions:
Foundation

Annual report on contributions: No
Annual report planned: Yes

Best time to apply: None

Requirements for applications: Narrative/letter,
IRS letter, board list, audited statement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Michiana Arts & Science Council,
Art Center Inc., South Bend
Symphony/Midwest Pops

Kinds of support normally considered: Capital
projects, corporate art purchases, special
projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, quality of applications, artistic
merit, management capability, board of
directors
- 2—Employee involvement, size of audience
- 3—Publicity value, matching grants
- 4—Coordination with similar groups
- 5—Support by other firms, support by
foundations/government, gifts from
individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

First Tennessee Bank, N.A. Memphis P.O. Box 84 165 Madison Avenue Memphis, TN 38101

Contributions contact: Carol C. Coletta, Senior
Vice President and Manager, Public Affairs
Division

Phone: (901) 523-4353

Information year: 1981

Total contributions-all categories: \$435,000

Arts & culture: Total contributions, \$129,000;
largest contribution, \$91,000; number of
contributions, 5

Health & welfare: Total contributions,
\$156,000; largest contribution, \$10,802;
number of contributions, 22

Education: Total contributions, \$39,000; largest
contribution, \$10,000; number of contributions,
9

Civic: Total contributions, \$41,000; largest contribution, \$8,500; number of contributions, 15

Other: Total contributions, \$89,000; largest contribution, \$27,000; number of contributions, 19

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 98%; Tennessee education, 2%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement, annual report, project budget

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Brooks Memorial Art Gallery, Circuit Playhouse, Memphis Symphony, Beethoven Boys Choir

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, underwriting

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Impact on local community, size of audience, management capability

2—Geographical location, quality of applications, artistic merit

3—Employee involvement, publicity value, coordination with similar groups

4—Matching grants, support by foundations/government, board of directors

5—Support by other firms, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$50,000; in kind services and technical assistance, \$n/a; Heritage Collection (corporate art collection), \$75,000

Local or national awards received for arts support: Business in the Arts Award, 1980

First Union Corporation First Union Plaza Charlotte, NC 28288

Contributions contact: Ann D. Thomas, Community Affairs Director

Phone: (704) 374-6649

Information year: 1981

Total contributions-all categories: \$509,659

Arts & culture: Total contributions, \$72,195

Health & welfare: Total contributions, \$225,163

Education: Total contributions, \$181,144

Civic: Total contributions, \$15,752

Other: Total contributions, \$15,405

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 45%; sales locations, 55%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: By September for following year

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: arts councils, North Carolina Dance Theater, North Carolina Symphony, North Carolina Shakespeare Festival, Spirit Square Arts Center

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Impact on local community, support by other firms, quality of applications, artistic merit, management capability, board of directors
- 3—Geographical location, publicity value, size of audience, coordination with similar groups
- 4—Employee involvement, matching grants, support by foundations/government
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$53,124; volunteers (loaned executives), \$n/a

Local or national awards received for arts support: Governor's Business Award, 1981, Business in the Arts Award, 1980

First Virginia Bank of Tidewater
P.O. Box 3097
Norfolk, VA 23514

Contributions contact: Joann M. Claud,
Secretary

Phone: (804) 628-6642

Information year: 1981

Total contributions-all categories: \$33,000

Arts & culture: Total contributions, \$2,002; largest contribution, \$750; number of contributions, 6

Health & welfare: Total contributions, \$12,225; largest contribution, \$7,500; number of contributions, 6

Education: Total contributions, \$3,350; largest contribution, \$1,500; number of contributions, 8

Civic: Total contributions, \$14,080; largest contribution, \$10,500; number of contributions, 15

Other: Total contributions, \$343; number of requests, 4

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Regional, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Before September

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions

recipients: WHRO (Public Television, Norfolk), Virginia Opera Association, Virginia Orchestra Group, Virginia Stage Company, Chrysler Museum

Kinds of support normally considered: General operating expenses, capital projects, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability
- 2—Publicity value, support by other firms, support by foundations/government, size of audience
- 3—Board of directors
- 4—Employee involvement
- 5—Matching grants, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$4,000; in kind services and technical assistance, \$n/a; volunteers, \$n/a

Fisher-Price Toys **606 Girard Avenue** **East Aurora, NY 14052**

Contributions contact: Doddy Herzog, Public Relations Coordinator and Secretary, Donations Committee

Information year: 1981

Total contributions-all categories:
\$30,000-\$50,000

Arts & culture: Total contributions, 30%

Health & welfare: Total contributions, 35%

Civic: Total contributions, 30%

Other: Total contributions, 5%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions:
Home

Annual report on contributions: No

Requirements for applications: Narrative/letter, IRS letter, financial information

Weeks required for full review and decisions:
4-8 through Fisher-Price, 12 through Quaker Oats

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Buffalo Philharmonic

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community
- 2—Geographical location, employee involvement, matching grants, coordination with similar groups, management capability, board of directors
- 3—Size of audience, quality of applications, gifts from individuals
- 4—Support by other firms, artistic merit
- 5—Publicity value, support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$100,000; local communities and national programs serving the handicapped, \$n/a

Local or national awards received for arts support: Boy Scouts, 1981

Fleet National Bank of Rhode Island Providence, RI

Foundation/Trust:
Fleet Charitable Trust
111 Westminster Street
Providence, RI 02903

Contributions contact: Georgina MacDonald, Vice President

Information year: 1981

Total contributions-all categories:
\$200,000-\$400,000; most giving to United Way, hospitals and higher education

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, state of Rhode Island, 100%

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Ford Motor Company Dearborn, MI

Foundation/Trust:

**Ford Motor Company Fund
World Headquarters
The American Road
Dearborn, MI 48121**

Contributions contact: Leo J. Brennan, Jr.,
Executive Director, Fund

Phone: (313) 322-8711

Information year: 1981

Total contributions-all categories: \$11,242,509

Arts & culture: Total contributions, \$486,340;
largest contribution, \$90,000; number of
contributions, 142; number of requests, 426

Health & welfare: Total contributions,
\$4,169,034; largest contribution, \$1,127,500

Education: Total contributions, \$4,553,119;
largest contribution, \$270,000

Civic: Total contributions, \$1,051,500; largest
contribution, \$400,000

Other: Total contributions, \$982,516

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, 15%; home office,
50%; plant locations, 25%; sales locations,
10%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list,
audited statement

Weeks required for full review and decisions:
4

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Kennedy Center, Joffrey Ballet
Center Foundation, Inc., Pierpont Morgan
Library, Corcoran Art Gallery, Detroit
Educational Television Foundation

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5;
1=most important, 5=least important)**

- 2—Geographical location, impact on local
community, employee involvement, quality
of applications, artistic merit, management
capability
- 3—Publicity value, support by other firms
- 4—Matching grants, support by
foundations/government, size of audience,
gifts from individuals, coordination with
similar groups, board of directors

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

**Local or national awards received for arts
support:** Business in the Arts Award, 1975,
1977, 1980

Foremost-McKesson, Inc.
San Francisco, CA

Foundation/Trust:
Foremost-McKesson Foundation,
Inc.
One Post Street
San Francisco, CA 94104

Contributions contact: Marcia M. Argyris,
President, Foundation

Phone: (415) 983-8673

Information year: 1982

Total contributions-all categories: \$650,000

Arts & culture: Total contributions, \$100,000;
largest contribution, \$12,500; number of
contributions, 27; number of requests, 150

Health & welfare: Total contributions,
\$235,000; largest contribution, \$15,000;
number of contributions, 52; number of
requests, 300

Education: Total contributions, \$220,000;
largest contribution, \$20,000; number of
contributions, 25; number of requests, 200

Civic: Total contributions, \$63,000; largest
contribution, \$16,000; number of contributions,
16; number of requests, 100

Other: Total contributions, \$28,000

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, 10%; home office,
90%

Non-home office contributions decisions:
Home

Annual report on contributions: Yes

Best time to apply: Spring-summer
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
8-12

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, visual
arts/crafts, theater, symphony/chamber
orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Hospital Audiences, San Francisco
Ballet, San Francisco Opera, Oakland
Symphony, Performing Arts Services

Kinds of support normally considered: General
operating expenses, special projects, matching
gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community
- 2—Support by foundations/government,
coordination with similar groups, artistic
merit, management capability
- 3—Employee involvement, publicity value,
support by other firms, size of audience,
quality of applications, board of directors
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$11,000

Fox Grocery Company
P.O. Box 29
Belle Vernon, PA 15012

Contributions contact: Bob Ranus, Vice
President, Finance

Phone: (412) 241-4000

Information year: 1982

Total contributions-all categories: n/a; most
donations to health & welfare and education,
some arts & culture and civic

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, plant locations,
sales locations

Annual report on contributions: No

Annual report planned: No

Best time to apply: Spring

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:
9

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Symphony/chamber orchestra

Recent examples of arts contributions

recipients: St. Louis Symphony Orchestra

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

1—Geographical location, impact on local
community, employee involvement,
financial need

2—Publicity value, management capability,
board of directors

5—Matching grants, size of audience, quality
of applications

Franklin Life Insurance Company Franklin Square Springfield, IL 62713

Contributions contact: Howard C. Humphrey,
Executive Vice President

Phone: (312) 528-2011 x513

Information year: 1979

Total contributions-all categories: \$80,000

Arts & culture: Total contributions, \$1,725;
largest contribution, \$1,150; number of
contributions, 3

Geographic areas encompassed by arts
contributions: Home office, 100%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts,
performing arts, theater, symphony/chamber
orchestra, opera

Recent examples of arts contributions

recipients: Springfield Art Association, Old
Capitol Art Fair, Springfield Symphony
Orchestra

Kinds of support normally considered: General
operating expenses, corporate art purchases

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

1—Employee involvement

2—Impact on local community

3—Geographical location

Freeport-McMoRan Inc. 200 Park Avenue New York, NY 10166

Contributions contact: Carmen P. Nelson,
Manager of Information Services

Phone: (212) 578-9378

Information year: 1981

Total contributions-all categories: \$1,589,000

Arts & culture: Total contributions, \$233,000;
largest contribution, \$22,500; number of
contributions, 38; number of requests, 90-100

Health & welfare: Total contributions,
\$373,000; largest contribution, \$25,000;
number of contributions, 39; number of
requests, 60-70

Education: Total contributions, \$521,000;
largest contribution, \$25,000; number of
contributions, 28; number of requests, 40-45

Civic: Total contributions, \$304,000; largest contribution, \$15,000; number of contributions, 32; number of requests, 50-60

Other: Total contributions, \$158,000 (includes \$85,000 community funds); number of contributions, 23

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 15%; home office, 60%; plant locations, 25%

Non-home office contributions decisions: Field, Home and field jointly, any amount over \$1,000 cleared in home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: New York City museums, orchestras and theatres, Kennedy Center, New Orleans Opera, Baton Rouge Gallery, Williamstown Theater Festival

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, matching grants
- 2—Size of audience, artistic merit, management capability
- 3—Employee involvement, publicity value, support by other firms, quality of applications, board of directors
- 5—Support by foundations/government, gifts from individuals, coordination with similar groups

R.T. French Company

1 Mustard Street
Rochester, NY 14609

Contributions contact: A.R. Hatfield, Vice President and Secretary

Phone: (716) 482-8000

Information year: 1982

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions: Field, unless for large capital outlay

Annual report on contributions: No
Annual report planned: No

Requirements for applications: Complete budget, narrative/letter stating how funds will benefit community

Weeks required for full review and decisions: 8-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: museums, philharmonics, theater groups

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Size of audience
- 3—Support by other firms, management capability
- 4—Employee involvement, publicity value, support by foundations/government, quality of applications
- 5—Matching grants, gifts from individuals, coordination with similar groups, artistic merit

Frisch's Restaurants Inc.
2800 Gilbert Avenue
Cincinnati, OH 45206

Contributions contact: Louis J. Ullman, Vice President, Finance

Phone: (513) 559-5200

Information year: 1981

Total contributions-all categories: \$183,000

Arts & culture: Total contributions, \$22,000

Education: Total contributions, \$38,000

Civic: Total contributions, \$25,000

Other: Total contributions, \$98,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, sales locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, board list

Weeks required for full review and decisions:

4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions

recipients: Cincinnati Ballet Company, Cincinnati Opera, Victory Theatre, WGUC (University of Cincinnati), Cincinnati Symphony

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Publicity value
- 3—Impact on local community, employee involvement, support by other firms, size of audience, quality of applications, artistic merit, management capability, board of directors
- 5—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$1,000; in kind services and technical assistance, \$700; food for volunteers, \$100

Local or national awards received for arts support: Business in the Arts Award, 1976, for sponsorship of The Nutcracker; Ohio Arts Council Award, 1976, Corbett Award, 1977

Fruehauf Corporation
10900 Harper Avenue
Detroit, MI 48232

Foundation/Trust:
Fruehauf Corporation Charitable Fund, Inc.—Kelsey-Hayes Foundation

Contributions contact: Howard O. Emorey, Treasurer

Phone: (313) 267-1034

Information year: 1981

Total contributions-all categories: \$399,500

Arts & culture: Total contributions, \$21,200; largest contribution, \$11,000; number of contributions, 12

Health & welfare: Total contributions, \$19,400; largest contribution, \$3,000; number of contributions, 20

Education: Total contributions, \$51,300 (includes \$10,900 in employee matching gifts); largest contribution, \$7,200; number of contributions, 89 (includes 65 matching gifts)

Civic: Total contributions, \$21,800; largest contribution, \$8,300; number of contributions, 14

Other: Total contributions, \$285,400 (includes \$24,100 for youth activities); largest contribution, \$250,000 (United Way); number of contributions, 12

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 100%; plant locations, sales locations

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Detroit Symphony Orchestra, Detroit Institute of Arts, Michigan Foundation for the Arts, Meadow Brook Festival, Music Society of Detroit

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Quality of applications
- 3—Employee involvement, support by other firms, size of audience, artistic merit, management capability, board of directors
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

H.B. Fuller Company

2400 Kasota Avenue
St. Paul, MN 55108

Contributions contact: Lars Carlson, Director of Community Affairs

Phone: (612) 645-3401

Information year: 1981

Total contributions-all categories: \$600,000

Arts & culture: Total contributions, \$37,258; largest contribution, \$20,000; number of contributions, 24; number of requests, 40

Health & welfare: Total contributions, \$129,459; largest contribution, \$10,000; number of contributions, 101

Education: Total contributions, \$85,877; largest contribution, \$20,000; number of contributions, 38 (not including matching gifts)

Civic: Total contributions, \$246,145; largest contribution, \$100,000; number of contributions, 300

Other: Total contributions, \$101,261 (includes matching gifts to United Way)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Field

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list

Weeks required for full review and decisions: Minimum 5

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Minnesota Public Radio, Guthrie Theater, Minnesota Orchestral Association, Minnesota Society Of Fine Arts, Minnesota Dance Theatre and School

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Management capability, board of directors
- 3—Quality of applications, coordination with similar groups, artistic merit
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals

GATX Corporation **120 South Riverside Plaza** **Chicago, IL 60606**

Contributions contact: Jodi G. Bender,
Manager, Corporate Community Relations

Phone: (312) 621-6221

Information year: 1981

Total contributions-all categories: \$350,000

Arts & culture: Total contributions, \$31,000; largest contribution, \$5,000; number of contributions, 20; number of requests, 75

Health & welfare: Total contributions, \$195,000; largest contribution, \$71,000; number of contributions, 80; number of requests, 350

Education: Total contributions, \$100,000; largest contribution, \$10,000; number of contributions, 28; number of requests, 100

Civic: Total contributions, \$20,000; largest contribution, \$2,500; number of contributions, 16; number of requests, 75

Other: Total contributions, \$4,500; number of contributions, 4; number of requests, 20

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 5%; home office, 90%; plant locations, 5%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Application deadline: January 15, April 15, July 15, October 15

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: The Art Institute of Chicago, Chicago City Ballet, Chicago Symphony Orchestra, Ravinia Festival Organization, Goodman Theatre

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, matching grants, artistic merit, management capability
- 2—Employee involvement, publicity value, quality of applications, board of directors
- 3—Coordination with similar groups
- 4—Support by other firms, support by foundations/government, size of audience
- 5—Gifts from individuals

GK Technologies, Incorporated Greenwich, CT

**Foundation/Trust:
GK Technologies Foundation
Inc.**

**500 West Putnam Avenue
Greenwich, CT 06830**

Contributions contact: Ernest Murphy, Vice President

Information year: 1981

Total contributions-all categories: \$288,974

Health & welfare: Total contributions, \$183,810 (includes civic and arts & culture)

Education: Total contributions, \$101,579

Other: Total contributions, \$3,585

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 100%

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Community arts, museums, national organizations, theater, symphony/chamber orchestra

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Geographical location, impact on local community, employee involvement, quality of applications, management capability
- 3—Matching grants, support by foundations/government
- 4—Publicity value, coordination with similar groups, artistic merit, board of directors
- 5—Support by other firms, size of audience, gifts from individuals

GTE Corporation One Stamford Forum Stamford, CT 06904

**Foundation/Trust:
GTE Foundation**

Contributions contact: Ann C. Robin, Director, Corporate Communications

Phone: (203) 965-3620

Information year: 1981

Total contributions-all categories: \$6,322,000

Arts & culture: Total contributions, \$562,000; largest contribution, \$350,000

Health & welfare: Total contributions, \$2,956,000

Education: Total contributions, \$2,585,000

Civic: Total contributions, \$219,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, plant locations

Non-home office contributions decisions: Field, Home and field jointly

Annual report on contributions: No
Annual report planned: Yes; for 1983

Best time to apply: July 15-September 15 for next calendar year

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: Quarterly review

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: National Gallery (Mauritshuis Exhibit), Kennedy Center, American Shakespeare Theatre (Stratford, CT), National Corporate Fund for Dance, Greenwich (CT) Philharmonic

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors
- 2—Employee involvement, support by other firms
- 3—Matching grants, support by foundations/government
- 5—Publicity value

Gannett Company, Inc. Rochester, NY

Foundation/Trust:
Gannett Foundation, Inc.
Lincoln Tower
Rochester, NY 14604

Contributions contact: Eugene C. Dorsey, President, Foundation

Phone: (716) 262-3315

Information year: 1981

Total contributions-all categories: \$8,295,405

Arts & culture: Total contributions, \$1,321,961; largest contribution, \$75,000; number of contributions, 248; number of requests, est. 1,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 2%; subsidiary locations, 69%; journalism education, 29%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: Yes; for 1982

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter
Weeks required for full review and decisions: 6-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Circle Players (Nashville), Memorial Art Gallery (Rochester, NY), Historic Boise, Danville (IL) Public Library, Atlanta Arts Alliance

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 3—Employee involvement, support by other firms, support by foundations/government, size of audience, coordination with similar groups, artistic merit, management capability
- 4—Quality of applications, board of directors
- 5—Publicity value, matching grants, gifts from individuals, free admission performances

General American Life Insurance Company **St. Louis, MO**

Foundation/Trust:

General American Life Insurance Company Charitable Contributions Trust
P.O. Box 396
700 Market Street
St. Louis, MO 63166

Contributions contact: Warren A. Goodenough, Vice President

Phone: (314) 444-0520

Information year: 1980

Total contributions-all categories: \$143,434

Arts & culture: Total contributions, \$22,691; largest contribution, \$9,138; number of contributions, 8; number of requests, 20

Health & welfare: Total contributions, \$61,390; largest contribution, \$49,000; number of contributions, 19; number of requests, 25

Education: Total contributions, \$36,957; largest contribution, \$7,500; number of contributions, 20; number of requests, 25

Civic: Total contributions, \$13,896; largest contribution, \$5,000; number of contributions, 14; number of requests, 20

Other: Total contributions, \$8,500

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Application deadline: October 1

Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions

recipients: Arts and Education Council of Greater St. Louis, St. Louis Symphony, St. Louis Art Museum, Missouri Botanical Garden, Opera Theatre

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, management capability
- 3—Publicity value, support by other firms, size of audience, artistic merit, board of directors
- 5—Matching grants, support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

**General Felt
Industries/Knoll International
655 Madison Avenue
New York, NY 10021**

Contributions contact: Donald M. Rorke, Vice President, Administration

Phone: (212) 826-2400

Information year: 1982

Total contributions-all categories: \$350,000

Arts & culture: Total contributions, \$309,000; largest contribution, \$75,000; number of contributions, 30; number of requests, 150

Education: Total contributions, \$36,000 (design educations); largest contribution, \$25,000; number of contributions, 6; number of requests, 25

Civic: Total contributions, \$5,000; largest contribution, \$750; number of contributions, 10; number of requests, 20

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 20%; home office, 75%; sales locations, 5%

Non-home office contributions decisions: Home, Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: September
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, visual arts/crafts, architecture and design

Recent examples of arts contributions recipients: The Museum of Modern Art, Harvard University Graduate School of Design, The Metropolitan Museum of Art, The Neuberger Museum (State University of New York at Purchase), The High Museum (Atlanta)

Kinds of support normally considered: Commissions to artists, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement, artistic merit
- 2—Publicity value, size of audience, management capability
- 3—Impact on local community, board of directors
- 4—Support by other firms, matching grants, support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$10,000; in kind services and technical assistance, \$50,000

Local or national awards received for arts support: Business in the Arts Award, 1980

**General Foods Corporation
250 North Street
White Plains, NY 10625**

Contributions contact: Kathryn Krause, Secretary, Contributions Committee

Phone: (914) 683-2400

Information year: 1981

Total contributions-all categories: \$3,000,000 (U.S.)

Arts & culture: Total contributions, \$200,000 (U.S.); largest contribution, \$50,000 (U.S.); number of contributions, 35 (U.S.)

Geographic areas encompassed by arts contributions: National, 85%; home office, 10%; plant locations, 5%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: Yes; for 1982

Best time to apply: None

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 3-4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts

Recent examples of arts contributions recipients: Lincoln Center, Kennedy Center, Metropolitan Museum, Westchester Council of the Arts

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, gifts from individuals, coordination with similar groups, management capability
- 2—Quality of applications, artistic merit
- 3—Employee involvement, publicity value, support by other firms
- 4—Support by foundations/government, board of directors
- 5—Matching grants

General Mills, Inc. Minneapolis, MN

Foundation/Trust:

General Mills Foundation

P.O. Box 1113

Minneapolis, MN 55440

Contributions contact: J. P. Shannon, Vice President and Executive Director, Foundation

Phone: (612) 540-2464

Information year: 1981

Total contributions-all categories: \$5,110,838

Arts & culture: Total contributions, \$950,000; largest contribution, \$125,000; number of contributions, 91

Health & welfare: Total contributions, \$1,965,700; largest contribution, \$322,000; number of contributions, 251

Education: Total contributions, \$1,727,000; largest contribution, \$322,000; number of contributions, 251

Civic: Total contributions, \$443,200; largest contribution, \$25,000; number of contributions, 106

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 10%; (response applies to arts only)

Non-home office contributions decisions: Home, Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Minneapolis Society of Fine Arts, Minnesota Public Radio, Walker Art Center, Cedar Rapids Symphony Orchestra, Field Museum of Natural History

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement, artistic merit, management capability

Local or national awards received for arts support: Business in the Arts Award, 1978, 1980

General Motors Corporation
3044 West Grand Boulevard
Detroit, MI 48202

Foundation/Trust:
General Motors Foundation

Contributions contact: Graham D. Briggs,
Manager, Foundation

Phone: (313) 556-4260

Information year: 1981

Total contributions-all categories: \$24,145,000

Arts & culture: Total contributions, \$444,000

Health & welfare: Total contributions,
\$6,490,000

Education: Total contributions, \$10,877,000

Civic: Total contributions, \$2,367,000

Other: Total contributions, \$3,967,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts

contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions:

Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Detroit Symphony Orchestra, National Corporate Fund for Dance, Founder's Society Detroit Institute of Arts, Michigan Opera Theatre, Kennedy Center

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement, support by other firms, support by foundations/government, coordination with similar groups

2—Size of audience, artistic merit, management capability

3—Publicity value, quality of applications

4—Board of directors

5—Matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

**General Reinsurance
Corporation**
600 Steamboat Road
Greenwich, CT 06830

Contributions contact: Richard K. Troxell,
Assistant Vice President

Phone: (203) 622-4290

Information year: 1979

Total contributions-all categories: \$151,850

Arts & culture: Total contributions, \$7,250;
largest contribution, \$1,000; number of
contributions, 11

**Geographic areas encompassed by arts
contributions:** Home office, 75%; New York
City, 25%

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Late summer-early fall
Written guidelines available: No

Requirements for applications: Narrative/letter,
IRS letter, audited statement

Weeks required for full review and decisions:
4-6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, visual
arts/crafts

**Recent examples of arts contributions
recipients:** Greenwich Arts Council, Silvermine
Guild of Artists, Lincoln Center, Greenwich
Philharmonic, Greenwich Choral Society

Kinds of support normally considered: General
operating expenses, capital projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community
 - 2—Size of audience, artistic merit
 - 3—Employee involvement, publicity value,
management capability
 - 5—Support by other firms, matching grants,
support by foundations/government,
quality of applications, gifts from
individuals, coordination with similar
groups, board of directors
-
-

**The General Tire & Rubber
Company**
Akron, OH 44329

Foundation/Trust:
**The General Tire Foundation,
Inc.**

Contributions contact: Joseph M. Leyden,
Secretary, Foundation

Phone: (216) 798-5050

Information year: 1981

Total contributions-all categories: \$752,749

Arts & culture: Total contributions, \$30,250;
largest contribution, \$10,000; number of
contributions, 22; number of requests, est. 225

Health & welfare: Total contributions,
\$434,200; largest contribution, \$165,000

Education: Total contributions, \$239,857;
largest contribution, \$96,000

Civic: Total contributions, \$48,367

Other: Total contributions, \$75

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, 60%; plant
locations, 40%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions:
6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Akron Symphony Orchestra, Cleveland Symphony Orchestra, Ohio Ballet, Weathervane Theatre, Akron Art Museum

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Support by other firms, coordination with similar groups, board of directors
- 3—Impact on local community, size of audience, quality of applications, management capability
- 5—Employee involvement, publicity value, matching grants, support by foundations/government, gifts from individuals, artistic merit

GenRad, Inc.
300 Baker Avenue
Concord, MA 01742

Foundation/Trust:
GenRad Foundation
170 Tracer Lane
Waltham, MA 02254

Contributions contact: Linda B. Smoker, Trust Administrator

Phone: (617) 890-4900

Information year: 1981

Total contributions-all categories: \$388,156

Arts & culture: Total contributions, \$76,487; largest contribution, \$11,000

Health & welfare: Total contributions, \$54,925; largest contribution, \$15,000

Education: Total contributions, \$150,296; largest contribution, \$35,500

Civic: Total contributions, \$38,090; largest contribution, \$3,000

Other: Total contributions, \$68,358 (includes public broadcasting); largest contribution, \$37,500

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Areas where employees live, 100%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions:
8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Children's Museum, Institute of Contemporary Art, American Repertory Theatre, Boston Ballet, The Greater Boston Youth Symphony

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Impact on local community, employee involvement, size of audience, quality of applications, artistic merit, management capability, board of directors
- 2—Geographical location
- 3—Publicity value, support by other firms, gifts from individuals
- 4—Coordination with similar groups
- 5—Support by foundations/government

Geosource, Inc.

2700 Post Oak Boulevard

Suite 2000

Houston, TX 77056

Contributions contact: John M. Burdick,
Director, Employee Relations

Phone: (713) 961-1111

Information year: 1982

Total contributions-all categories: \$73,129

Arts & culture: Total contributions, \$13,860;
largest contribution, \$5,000; number of
contributions, 8

Health & welfare: Total contributions,
\$35,225; largest contribution, \$15,000; number
of contributions, 12

Education: Total contributions, \$2,820; largest
contribution, \$1,000; number of contributions,
7

Other: Total contributions, \$21,224; largest
contribution, \$8,000; number of contributions,
23

Scope of information: Corporation only

Non-home office contributions decisions:
Home

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
application form, board list, contributors list

Weeks required for full review and decisions:
Maximum 6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** The Alley Theatre, Houston Youth
Symphony, Combined Arts Campaign, Houston
Grand Opera

Kinds of support normally considered: General
operating expenses, special projects

Gerber Products Company

Fremont, MI

Foundation/Trust:

Gerber Baby Foods Fund

445 State Street

Fremont, MI 49412

Contributions contact: John B. Whitlock,
Director of Public Relations and President,
Gerber Baby Foods Fund

Phone: (616) 928-2227

Information year: 1981

Total contributions-all categories: \$270,713

Arts & culture: Total contributions, none

Health & welfare: Total contributions,
\$72,850; largest contribution, \$25,000; number
of contributions, 26

Education: Total contributions, \$90,850; largest
contribution, \$3,250; number of contributions,
32

Civic: Total contributions, \$9,550; largest
contribution, \$2,500; number of contributions,
9

Other: Total contributions, \$97,463; largest
contribution, \$6,980; number of contributions,
49

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations, sales locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter

Weeks required for full review and decisions:
4

Getty Oil Company
3810 Wilshire Boulevard
Room 1300
Los Angeles, CA 90010

Contributions contact: Pamela L. Phillips,
Contributions Coordinator

Phone: (213) 739-2254

Information year: 1981

Total contributions-all categories: \$4,800,000

Arts & culture: Total contributions, \$450,000;
largest contribution, \$100,000; number of
contributions, 60; number of requests, 200

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 33%; home office,
33%; plant locations, 33%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: Before September 1

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
12

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, community arts,
museums, national organizations, performing
arts, public TV/radio, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
opera

**Recent examples of arts contributions
recipients:** Performing Tree, Los Angeles
County Museum of Art, Texas Opera Theatre,
Aman Folk Ensemble, American Theatre
Company

Kinds of support normally considered: General
operating expenses

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, employee
involvement, quality of applications, artistic
merit, management capability
 - 2—Impact on local community, size of
audience, board of directors
 - 3—Publicity value, support by other firms,
gifts from individuals
 - 4—Support by foundations/government,
coordination with similar groups
 - 5—Matching grants
-

Gibbs & Hill
393 Seventh Avenue
New York, NY 10001

Contributions contact: Alice Mullady,
Administrative Assistant

Phone: (212) 760-4000

Information year: 1981

Total contributions-all categories: \$37,550

Arts & culture: Total contributions, \$4,650
(includes civic); largest contribution, \$500;
number of contributions, 20

Health & welfare: Total contributions,
\$14,750; largest contribution, \$10,000; number
of contributions, 12

Education: Total contributions, \$16,150 (includes \$13,000 in matching gifts); largest contribution, \$500; number of contributions, 68

Other: Total contributions, \$2,000 (includes hospitals); largest contribution, \$1,000; number of contributions, 3

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home

Annual report on contributions: No

Application deadline: September

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list

Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, national organizations, performing arts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Carnegie Hall, Equity Library Theatre, Lincoln Center

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

2—Support by other firms, board of directors

3—Employee involvement, publicity value, coordination with similar groups

5—Geographical location, impact on local community, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, artistic merit, management capability

The Gillette Company Prudential Tower Building Boston, MA 02199

Foundation/Trust:

The Gillette Charitable and Educational Foundation

Contributions contact: James Furlong,
Director, Civic Affairs

Phone: (617) 421-7000

Information year: 1979

Total contributions-all categories: \$1,500,000

Arts & culture: Total contributions, \$226,000; largest contribution, \$100,000; number of contributions, 25; number of requests, 100

Geographic areas encompassed by arts contributions: National, 5%; plant locations, 95%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Application deadline: December 15

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions

recipients: Boston Symphony, Boston Museum of Fine Arts, Boston Ballet, Boston Opera Company, Kennedy Center

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Quality of applications, artistic merit, management capability
- 3—Support by other firms, support by foundations/government, size of audience, board of directors
- 4—Gifts from individuals, coordination with similar groups
- 5—Publicity value, matching grants

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

**Gleason Works
Rochester, NY**

Foundation/Trust:
Gleason Memorial Fund Inc.
1000 University Avenue
Rochester, NY 14692

Contributions contact: C.A. Miller, Vice President, Administration

Phone: (716) 473-1000

Information year: 1981

Total contributions-all categories: \$1,458,193

Arts & culture: Total contributions, \$79,950

Health & welfare: Total contributions, \$55,700

Education: Total contributions, \$837,963

Civic: Total contributions, \$1,200

Other: Total contributions, \$384,380 (includes \$221,100 for social welfare, \$161,280 for youth, and \$2,000 for other)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 95%; universities outside of New York, 5%

Non-home office contributions decisions:
Home, foundation board of directors

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions:
maximum 12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Genesee Valley Arts Foundation, Landmark Society, Sonnenberg Gardens, Philharmonic Orchestra, WXXI (Public Television)

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, size of audience, quality of applications, management capability, board of directors
 - 2—Impact on local community, support by foundations/government
 - 3—Support by other firms, coordination with similar groups, artistic merit
 - 5—Employee involvement, publicity value, matching grants, gifts from individuals
-

**Glenmore Distilleries
Company
1700 Citizens Plaza
Louisville, KY 40202**

Contributions contact: James Thompson, Chairman

Phone: (502) 589-0130

Information year: 1980

Total contributions-all categories: \$90,000
Arts & culture: Total contributions, \$35,000
Geographic areas encompassed by arts contributions: Home office, plant locations
Non-home office contributions decisions: Home
Annual report on contributions: No
Annual report planned: No
Best time to apply: None

ARTS SUPPORT

Kinds of arts organizations/activities supported: Performing arts
Recent examples of arts contributions recipients: Louisville Fund for the Arts
Kinds of support normally considered: General operating expenses
Arts support other than contributions: indirect contributions, \$8,000

Globe Life and Accident Insurance Company

Globe Life Center
Oklahoma City, OK 73184

Contributions contact: R.K. Richey, President and Chief Executive Officer

Phone: (405) 270-1401

Information year: 1981

Total contributions-all categories: \$87,726
Arts & culture: Total contributions, \$7,750; largest contribution, \$5,000; number of contributions, 5
Health & welfare: Total contributions, \$19,743; largest contribution, \$12,721; number of contributions, 11
Education: Total contributions, \$11,000; largest contribution, \$9,300; number of contributions, 6

Civic: Total contributions, \$45,063; largest contribution, \$20,000; number of contributions, 14

Other: Total contributions, \$4,170

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, sales locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Support by other firms, size of audience, coordination with similar groups, management capability, board of directors
- 3—Publicity value, quality of applications, artistic merit
- 4—Employee involvement, matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Golden Dawn Foods, Inc.
385 Shenango Avenue
Sharon, PA 16146

Contributions contact: Gerald Slezak, Office Manager and Donations Director

Phone: (412) 981-1500

Information year: 1982

Total contributions-all categories: \$72,734

Arts & culture: Total contributions, none

Health & welfare: Total contributions, \$150; largest contribution, \$100

Education: Total contributions, \$1,000; largest contribution, \$1,000

Civic: Total contributions, \$6,584; largest contribution, \$6,000

Other: Total contributions, \$65,000; largest contribution, \$65,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%; giving is entirely local

Annual report on contributions: No

Written guidelines available: No

Requirements for applications: n/a

B.F. Goodrich Company
500 South Main Street
Akron, OH 44318

Contributions contact: A. J. Ashe, Senior Vice President

Phone: (216) 374-2833

Information year: 1981

Total contributions-all categories: \$938,000

Arts & culture: Total contributions, \$97,575; largest contribution, \$50,000; number of contributions, 19

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Mid-year

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: Minimum 6

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Akron Art Institute, Akron Civic Theater, Blossom Music Center, Ohio Ballet, National Symphony

Kinds of support normally considered: General operating expenses, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms, coordination with similar groups, artistic merit, management capability
- 2—Support by foundations/government, size of audience, quality of applications, board of directors
- 3—Employee involvement, gifts from individuals
- 4—Publicity value
- 5—Matching grants

Gould, Inc.
10 Gould Center
Rolling Meadows, IL 60008

Foundation/Trust:
Gould Foundation

Contributions contact: Gloria E. Eggleston,
Vice President, Foundation

Phone: (312) 640-4058

Information year: 1981

Total contributions-all categories: \$1,263,662

Arts & culture: Total contributions, \$84,563;
number of contributions, 55

Health & welfare: Total contributions,
\$704,717; number of contributions, 175

Education: Total contributions, \$390,422;
number of contributions, 80

Civic: Total contributions, \$83,960 (includes
other); number of contributions, 65

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, audited
statement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public
TV/radio, theater, symphony/chamber
orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Kennedy Center, Museum of
Science and Industry (Chicago), Minnesota
Opera Company, Walker Art Center,
Minnesota Orchestral Association

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, size of audience, artistic merit,
management capability
- 2—Coordination with similar groups
- 3—Employee involvement, quality of
applications
- 4—Matching grants, support by
foundations/government, board of directors
- 5—Publicity value, support by other firms,
gifts from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

The Grand Union Company
100 Broadway
Elmwood Park, NJ 07407

Foundation/Trust:
Grand Union/Colonial Stores
Foundation

Contributions contact: D.C. Vaillancourt, Vice
President

Phone: (201) 794-2000

Information year: 1979

Total contributions-all categories: \$250,000

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, 40%; sales
locations, 60%

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, audited
statement

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Community arts, museums, national
organizations, public TV/radio, theater,
symphony/chamber orchestra, film/video,
opera

Kinds of support normally considered: General
operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, management
capability
- 2—Impact on local community, employee
involvement, artistic merit, board of
directors
- 4—Size of audience, coordination with similar
groups
- 5—Publicity value, support by other firms,
matching grants, support by
foundations/government, quality of
applications, gifts from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

Graniteville Company Graniteville, SC

Foundation/Trust:
**Gregg-Graniteville Foundation,
Inc.**

P.O. Box 128
Graniteville, SC 29829

Contributions contact: Carl W. Littlejohn, Jr.,
Secretary

Phone: (803) 663-7231

Information year: 1981

Total contributions-all categories: \$136,625

Arts & culture: Total contributions, \$10,000;
largest contribution, \$10,000; number of
contributions, 1; number of requests, 4

Health & welfare: Total contributions,
\$33,250; largest contribution, \$14,500; number
of contributions, 15; number of requests, 28

Education: Total contributions, \$91,625; largest
contribution, \$20,000; number of contributions,
47; number of requests, 96

Other: Total contributions, \$1,750; largest
contribution, \$1,000; number of contributions,
2; number of requests, 10

Scope of information: Foundation only

Geographic areas encompassed by arts
contributions: National, 10%; plant locations,
90%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: January, April, July,
October

Written guidelines available: No

Requirements for applications: Narrative/letter,
IRS letter

Weeks required for full review and decisions:
4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, symphony/chamber orchestra, dance, opera

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Quality of applications, artistic merit
- 3—Support by other firms, matching grants, support by foundations/government, management capability
- 4—Publicity value, size of audience, gifts from individuals, coordination with similar groups, board of directors

Arts support other than contributions: In kind services and technical assistance, \$n/a

Graybar Electric Company Incorporated P.O. Box 7231 St. Louis, MO 63177

Contributions contact: L.D. Owen, Jr., Vice President and Treasurer

Phone: (314) 727-3900

Information year: 19

Total contributions-all categories: n/a

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a

Education: Total contributions, n/a

Civic: Total contributions, n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Prior to end of year

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form

Grumman Corporation 1111 Stewart Avenue Bethpage, NY 11714

Contributions contact: Sharon Grosser, Manager, Community Affairs

Phone: (516) 575-3254

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, 10%

Health & welfare: Total contributions, 40%

Education: Total contributions, 25%

Civic: Total contributions, 15%

Other: Total contributions, 10%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 10%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: January-October

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts, theater, symphony/chamber orchestra, dance, film/video, opera

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability, board of directors
- 3—Employee involvement, support by other firms, size of audience, quality of applications
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, artistic merit

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

The Guardian Life Insurance Company of America

**201 Park Avenue South
New York, NY 10003**

**Foundation/Trust:
The Guardian Life Trust**

Contributions contact: Herbert N. Grolnick, Corporate Secretary, Trust

Phone: (212) 598-8387

Information year: 1981

Total contributions-all categories: \$98,566

Arts & culture: Total contributions, \$13,050; largest contribution, \$3,000; number of contributions, 15; number of requests, 300 (includes all areas of giving)

Health & welfare: Total contributions, \$49,375; largest contribution, \$26,000; number of contributions, 24

Education: Total contributions, \$22,541; largest contribution, \$6,700; number of contributions, 50

Civic: Total contributions, \$15,100; largest contribution, \$5,000; number of contributions, 18

Other: Total contributions, \$8,500; largest contribution, \$1,300; number of contributions, 13

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: Summer

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, literature, museums, performing arts, public TV/radio, visual arts/crafts, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Lincoln Center, Metropolitan Museum of Art, New York Public Library, WNET (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, artistic merit
- 3—Employee involvement, size of audience, management capability, board of directors
- 4—Support by other firms, quality of applications
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Gulf Oil Corporation

P.O. Box 1166

Pittsburgh, PA 15230

Foundation/Trust:

Gulf Oil Foundation

Contributions contact: E. Edward Sheldon,
Executive Director, Foundation

Phone: (412) 263-5191

Information year: 1981

Total contributions-all categories: \$11,519,000
(not including \$8,886,000 in property
donations)

Arts & culture: Total contributions, \$698,000
(not including \$2,025,000 for Public
Broadcasting); largest contribution, \$100,000;
number of contributions, 265 (includes
employee matching gifts)

Health & welfare: Total contributions,
\$1,930,000

Education: Total contributions, \$5,375,000 (not
including \$180,000 in property donations)

Civic: Total contributions, \$1,242,000 (not
including \$8,706,000 in property donations)

Other: Total contributions, \$250,000

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations, sales locations

Non-home office contributions decisions: Field

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list

Weeks required for full review and decisions:
minimum 12

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Pittsburgh Symphony Orchestra,
Houston Museum of Natural Science,
Pittsburgh Opera, Atlanta Symphony,
Philadelphia Orchestra

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement, quality
of applications
- 2—Publicity value, size of audience, artistic
merit, management capability
- 3—Support by other firms, board of directors
- 4—Support by foundations/government,
coordination with similar groups
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

Gulf Resources & Chemical Corporation

1100 Milam Building

47th Floor

Houston, TX 77002

Contributions contact: Jack M. Webb, Vice
President, Government Relations

Phone: (713) 658-0471

Information year: 1982

Total contributions-all categories: \$77,870

Arts & culture: ; largest contribution, \$9,000

Health & welfare: ; largest contribution,
\$2,000

Education: ; largest contribution, \$2,500

Civic: ; largest contribution, \$3,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 25%; home office, 50%; plant locations, 25%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, board list

Weeks required for full review and decisions:
3

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Society for Performing Arts, Houston Symphony Orchestra, Houston Ballet, Houston Grand Opera

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Geographical location, impact on local community, employee involvement, board of directors
- 3—Support by other firms, matching grants, support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability
- 5—Publicity value, size of audience

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Gulf States Utilities Company **P.O. Box 2951** **Beaumont, TX 77704**

Contributions contact: Leslie D. Ogden,
Corporate Secretary

Phone: (713) 839-2132

Information year: 1981

Total contributions-all categories: \$385,917

Arts & culture: Total contributions, \$7,000; largest contribution, \$5,000; number of contributions, 10

Health & welfare: Total contributions, \$215,165; largest contribution, \$52,500; number of contributions, 44

Education: Total contributions, \$55,380; largest contribution, \$3,445; number of contributions, 80

Civic: Total contributions, \$10,791; largest contribution, \$4,500; number of contributions, 44

Other: Total contributions, \$97,500; number of contributions, 19

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Operating service area

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Mid-year for following calendar year
Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
3

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Community arts, performing arts, symphony/chamber orchestra, dance, opera, giving is entirely local

Recent examples of arts contributions

recipients: Beaumont Art Museum, Beaumont Civic Opera, Baton Rouge Symphony

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 3—Support by other firms, coordination with similar groups, artistic merit, management capability, board of directors
- 4—Employee involvement, publicity value
- 5—Matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals

Gulf + Western Industries, Inc.

One Gulf + Western Plaza
New York, NY 10023

Foundation/Trust:

Gulf + Western Foundation

Contributions contact: Gloria S. White, Administrator, Corporate Contributions

Phone: (212) 333-4394

Information year: 1982

Total contributions-all categories: \$2,100,000

Arts & culture: Total contributions, \$250,000; largest contribution, \$200,000

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 6-26

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: American Museum of Natural History, First All Children's Theatre, Lincoln Center, National Corporate Fund for Dance

Kinds of support normally considered: General operating expenses, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, employee involvement, matching grants, gifts from individuals
- 2—Impact on local community, size of audience, artistic merit, management capability
- 3—Publicity value, support by other firms, support by foundations/government, quality of applications, coordination with similar groups, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Gulton Industries, Inc.
101 College Road East
Princeton, NJ 08540

Contributions contact: Walter F. Gips, Jr.,
Chairman and Chief Executive Officer

Phone: (609) 452-1811

Information year: 1981

Total contributions-all categories: \$22,300 (not
including \$33,700 contributed by divisions and
subsidiaries)

Arts & culture: Total contributions, \$11,425

Health & welfare: Total contributions, \$4,830

Education: Total contributions, \$4,200

Civic: Total contributions, \$1,100

Other: Total contributions, \$750

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: September-November
Written guidelines available: No

Requirements for applications: Board list
Weeks required for full review and decisions:
4

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/United
arts funds, community arts, museums,
performing arts, public TV/radio, visual
arts/crafts, theater, symphony/chamber
orchestra

**Recent examples of arts contributions
recipients:** New Jersey Symphony, New Jersey
State Museum, McCarter Theatre, Princeton
Art Association, WNET (Public Television)

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community, quality of
applications, artistic merit
- 2—Geographical location, board of directors
- 3—Employee involvement, support by other
firms, size of audience, gifts from
individuals, coordination with similar
groups, management capability
- 4—Publicity value, support by
foundations/government
- 5—Matching grants

Arts support other than contributions: In kind
services and technical assistance, \$n/a

**Hanes Dye and Finishing
Company**
P.O. Box 202
Winston-Salem, NC 27102

Contributions contact: R. Philip Hanes, Jr.,
Chairman of the Board

Phone: (919) 761-0570

Information year: 1979

Total contributions-all categories: 5% of
pre-tax earnings

Arts & culture: Total contributions, 74% of
contributions; number of contributions, 9;
number of requests, est. 20

**Geographic areas encompassed by arts
contributions:** National, 8%; state of North
Carolina, 2%

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
board list, contributors list

Weeks required for full review and decisions:
1

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: North Carolina School of the Arts, Winston-Salem Arts Council, North Carolina Dance Theater, Jargon Society, Southeastern Center for Contemporary Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability, board of directors, dreams of greatness
- 2—Support by other firms, support by foundations/government, gifts from individuals
- 3—Size of audience, coordination with similar groups
- 4—Quality of applications
- 5—Employee involvement, publicity value, matching grants

Arts support other than contributions: In kind services and technical assistance, \$n/a; Ampersand Inc. division is a management service organization for hire, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1966, 1968, 1971, 1978-79, Governor's Business Award in the Arts and Humanities, 1979

Harper & Row, Publishers, Inc.

**10 East 53rd Street
New York, NY 10022**

Contributions contact: Neal Ward, Director, Corporate Communications

Phone: (212) 593-8867

Information year: 1980

Total contributions-all categories: \$90,000

Arts & culture: Total contributions, \$21,035; largest contribution, \$5,000; number of contributions, 19; number of requests, 43

Geographic areas encompassed by arts contributions: National, plant locations

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: June

Written guidelines available: Yes

Requirements for applications: Complete budget, IRS letter, board list

Weeks required for full review and decisions:
12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, literature, museums, national organizations, performing arts, public TV/radio

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, publicity value, size of audience, management capability, board of directors
- 3—Quality of applications, artistic merit
- 4—Support by other firms, gifts from individuals, coordination with similar groups
- 5—Matching grants, support by foundations/government

Harris Corporation
1025 West Nasa Boulevard
Melbourne, FL 32919

Foundation/Trust:
Harris Foundation

Contributions contact: O.W. Hudson, Secretary

Phone: (305) 727-9378

Information year: 1981

Total contributions-all categories: \$789,611

Health & welfare: Total contributions,
\$230,372 (includes hospitals)

Education: Total contributions, \$389,725

Civic: Total contributions, \$139,466 (includes
arts & culture)

Other: Total contributions, \$30,048

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Annual report on contributions: No

Annual report planned: No

Written guidelines available: No

Requirements for applications: n/a

Hart Schaffner & Marx
Chicago, IL

Foundation/Trust:
Hart Schaffner & Marx
Charitable Foundation
101 North Wacker Drive
Chicago, IL 60606

Contributions contact: Kay C. Nalbach, Vice
President, Foundation

Phone: (312) 372-6300

Information year: 1981

Total contributions-all categories: \$186,104

Arts & culture: Total contributions, \$25,150;
largest contribution, \$5,000; number of
contributions, 14; number of requests, 125

Health & welfare: Total contributions,
\$24,200; largest contribution, \$2,500; number
of contributions, 29; number of requests, 200

Education: Total contributions, \$51,599; largest
contribution, \$5,000; number of contributions,
33 (not including 44 matching gifts); number
of requests, 150 (not including matching gifts)

Civic: Total contributions, \$15,980; largest
contribution, \$2,000; number of contributions,
21; number of requests, 125

Other: Total contributions, \$13,450; largest
contribution, \$9,000; number of contributions,
5; number of requests, 300

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, 97%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Well in advance of need

Written guidelines available: No

Requirements for applications: Narrative/letter,
IRS letter, board list, contributors list

Weeks required for full review and decisions:
6-8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, museums, performing
arts, public TV/radio, theater,
symphony/chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Chicago Symphony Orchestra, Lyric
Opera of Chicago, Art Institute of Chicago,
Field Museum of Natural History, Museum of
Science & Industry

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Employee involvement, size of audience, management capability
- 3—Support by other firms, support by foundations/government, quality of applications, coordination with similar groups
- 4—Board of directors
- 5—Publicity value, matching grants, gifts from individuals

Arts support other than contributions:
purchase of tickets, \$3,460

The Hartford Steam Boiler Inspection and Insurance Company

**56 Prospect Street
Hartford, CT 06102**

Contributions contact: Catherine Reynolds,
Director of Community Relations

Phone: (203) 527-0791

Information year: 1981

Total contributions—all categories: \$193,496

Arts & culture: Total contributions, \$20,075;
largest contribution, \$7,000; number of
contributions, 10; number of requests, 16

Health & welfare: Total contributions,
\$75,440; largest contribution, \$36,848

Education: Total contributions, \$69,421; largest
contribution, \$5,000; number of contributions,
37; number of requests, 50

Civic: Total contributions, \$26,660; largest
contribution, \$10,000; number of contributions,
27; number of requests, 35

Other: Total contributions, \$1,900; number of
contributions, 5; number of requests, 7

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 95%; sales
locations, 5%

Non-home office contributions decisions: Field

Annual report on contributions: No

Application deadline: September 15

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, board list, contributors list,
audited statement

Weeks required for full review and decisions:
8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts,
museums, performing arts, public TV/radio,
symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Connecticut Public Television,
Riverfront Recapture, Children's Museum,
Hartford Stage Company, Wadsworth
Atheneum

Kinds of support normally considered: General
operating expenses, capital projects, matching
gifts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, matching grants, coordination with similar groups
- 2—Size of audience, quality of applications, artistic merit, management capability
- 3—Employee involvement, support by foundations/government, board of directors
- 4—Publicity value, support by other firms, gifts from individuals

Arts support other than contributions: Hire
local performers for employee activities,
\$3,000

Hawaiian Telephone Company

P.O. Box 2200
Honolulu, HI 96841

Foundation/Trust:
GTE Foundation
One Stamford Forum
Stamford, CT 06904

Contributions contact: Mr. Joel B. Kennedy,
Vice President, Public Affairs

Phone: (808) 546-3866

Information year: 1981

Total contributions-all categories: \$293,488

Health & welfare: Total contributions, \$21,460

Education: Total contributions, \$102,303

Other: Total contributions, \$169,725 (includes
\$141,800 united funds, \$26,575 social
betterment)

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: By July of previous year
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter

Weeks required for full review and decisions:
4-5

ARTS SUPPORT

Kinds of arts organizations/activities
supported: All types

Recent examples of arts contributions
recipients: Honolulu Symphony Society, Bishop
Museum, Honolulu Academy of Arts, Honolulu
Theater for Youth, Honolulu Community
Theatre

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, matching grants,
support by foundations/government,
quality of applications, artistic merit,
management capability, board of directors
- 3—Employee involvement, support by other
firms, size of audience, coordination with
similar groups
- 4—Gifts from individuals
- 5—Publicity value

Arts support other than contributions: In kind
services and technical assistance, \$n/a

The Heil Company

P.O. Box 593
3000 West Montana Street
Milwaukee, WI 53201

Contributions contact: William Chester, Vice
President and Treasurer

Phone: (414) 647-3371

Information year: 1981

Total contributions-all categories: \$98,500

Arts & culture: Total contributions, \$9,600

Health & welfare: Total contributions, \$18,000

Education: Total contributions, \$20,000

Civic: Total contributions, \$4,000

Other: Total contributions, \$47,000 (includes
\$27,000 for United Way, \$17,000 for youth,
and \$3,000 for handicapped)

Scope of information: Corporation only

Geographic areas encompassed by arts
contributions: Home office, 98%; plant
locations, 2%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Application deadline: August 31

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:

4

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio

Recent examples of arts contributions

recipients: United Performing Arts Funds (Milwaukee, Chattanooga), Milwaukee Museum of Art, WMVS (Public Television), Arts for Children, Wisconsin Conservatory of Music

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Artistic merit
- 3—Size of audience, quality of applications, management capability, board of directors
- 4—Support by other firms, gifts from individuals
- 5—Publicity value, matching grants, support by foundations/government, coordination with similar groups

H. J. Heinz Company Pittsburgh, PA

Foundation/Trust:

**H. J. Heinz Company
Foundation**

P.O. Box 57

Pittsburgh, PA 15230

Contributions contact: Sandra B. Hemmings,
Administrative Director

Phone: (412) 237-5436

Information year: 1981

Total contributions-all categories: \$1,438,000

Arts & culture: Total contributions, \$229,000

Health & welfare: Total contributions,
\$509,677

Education: Total contributions, \$306,500

Civic: Total contributions, \$128,520

Other: Total contributions, \$265,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions:
Home and field jointly, Board of Trustees

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions:
8-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions

recipients: Pittsburgh Symphony, Pittsburgh Ballet, Ballet Theatre Foundation

Kinds of support normally considered: General operating expenses, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Impact on local community, employee involvement, artistic merit
- 2—Geographical location, publicity value, matching grants, quality of applications, management capability
- 3—Support by other firms, gifts from individuals, coordination with similar groups, board of directors
- 5—Support by foundations/government, size of audience

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Hershey Foods Corporation
14 East Chocolate Avenue
Hershey, PA 17033

Foundation/Trust:
The Hershey Fund

Contributions contact: L. W. Simmons,
Chairman, Contributions Committee

Phone: (717) 534-7574

Information year: 1981

Total contributions-all categories: \$1,469,000

Arts & culture: Total contributions, \$63,000;
largest contribution, \$9,500; number of
contributions, 46

Health & welfare: Total contributions,
\$897,000; largest contribution, \$605,000;
number of contributions, 163

Education: Total contributions, \$420,000;
largest contribution, \$105,000; number of
contributions, 424

Civic: Total contributions, \$66,000; largest
contribution, \$5,500; number of contributions,
95

Other: Total contributions, \$23,000; number of
contributions, 64

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 65%; home office,
20%; plant locations, 14%; sales locations, 1%

Non-home office contributions decisions: Field,
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter

Weeks required for full review and decisions:
4-8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Local public broadcasting stations
in locations of company facilities, Art funds,
Local symphony orchestras

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, artistic merit
 - 2—Size of audience, coordination with similar
groups, management capability
 - 3—Employee involvement, support by other
firms, quality of applications, board of
directors
 - 4—Publicity value, matching grants, support
by foundations/government, gifts from
individuals
-

Hesston Corporation
P.O. Box 4000
Hesston, KS 67062

Foundation/Trust:
Hesston Foundation, Inc.

Contributions contact: Raymond C.
Schlichting, President, Foundation

Phone: (316) 327-6760

Information year: 1981

Total contributions-all categories: \$221,674

Arts & culture: Total contributions, \$1,750;
largest contribution, \$1,000; number of
contributions, 5

Health & welfare: Total contributions, \$52,134; largest contribution, \$20,000; number of contributions, 12

Education: Total contributions, \$84,917; largest contribution, \$42,500; number of contributions, 27

Other: Total contributions, \$82,873

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, division

Non-home office contributions decisions: Division manager

Annual report on contributions: No
Annual report planned: No

Best time to apply: February, May, August, November

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, board list

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio, symphony/chamber orchestra

Recent examples of arts contributions recipients: educational television, symphonies, health museum, performing arts

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, management capability
- 3—Quality of applications, artistic merit, board of directors
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

Heublein, Inc.

P.O. Box 388

Farmington, CT 06032

Foundation/Trust:

Heublein Foundation, Inc.

Contributions contact: Nancy B. Zongol, Treasurer

Phone: (203) 677-4061

Information year: 1981

Total contributions-all categories: \$1,099,204

Arts & culture: Total contributions, \$144,100; largest contribution, \$36,000; number of contributions, 32

Health & welfare: Total contributions, \$294,893; largest contribution, \$52,500; number of contributions, 172 (includes United Way)

Education: Total contributions, \$364,418 (includes scholarships and matching gifts); largest contribution, \$15,000

Geographic areas encompassed by arts contributions: National, 4%; home office, 76%; plant locations, 1%; Group home offices, 19%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Art councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Greater Hartford Arts Council, Greater Louisville Fund for the Arts, Hartford Ballet, Children's Museum of Hartford/Roaring Brook Nature Center, Los Angeles Opera Company

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by foundations/government, management capability, board of directors
- 3—Artistic merit
- 4—Employee involvement, size of audience, quality of applications, gifts from individuals, coordination with similar groups
- 5—Publicity value, support by other firms

Hewlett-Packard Company
3000 Hanover Street
Palo Alto, CA 94304

Foundation/Trust:
The Hewlett-Packard Company
Foundation

Contributions contact: Emery H. Rogers,
Executive Director, Foundation

Phone: (415) 847-3053

Information year: 1981

Total contributions-all categories: \$10,000,000

Arts & culture: Total contributions, \$300,000;
largest contribution, \$170,000

Health & welfare: Total contributions,
\$1,700,000; largest contribution, \$1,200,000

Education: Total contributions, \$8,000,000

Civic: Total contributions, \$87,000

Other: Total contributions, \$6,300

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list,
audited statement

Weeks required for full review and decisions:
6-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: San Francisco Symphony, National Public Radio, The Dance Notation Bureau

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Employee involvement, management capability
- 3—Impact on local community, quality of applications, coordination with similar groups, board of directors
- 4—Artistic merit
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$150,000

Local or national awards received for arts support: Business in the Arts Award, 1982

Hexcel Corporation
650 California Street
San Francisco, CA 94108

Contributions contact: Deborah Demer,
Corporate Communications Supervisor

Phone: (415) 956-3333

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Best time to apply: Fall of preceding year
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: San Francisco Museum of Modern Art, Bay Area Wind Symphony, Oakland Symphony

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Employee involvement, board of directors
- 3—Support by other firms, size of audience, quality of applications
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: In kind services and technical assistance, \$n/a

Home Life Insurance
Company of New York
New York, NY

Foundation/Trust:
Home Life Charitable Trust
253 Broadway
New York, NY 10007

Contributions contact: Nancy Barton, Assistant Director, Corporate Relations

Phone: (212) 306-2000

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, 5.8%

Health & welfare: Total contributions, 45.7%

Education: Total contributions, 40.2%

Civic: Total contributions, 6.2%

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, sales locations

Non-home office contributions decisions:
Home

Annual report on contributions: No

Best time to apply: October
Written guidelines available: Yes

Requirements for applications: Narrative/letter, board list, audited statement
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: American Museum of Natural History, Lincoln Center, New York Public Library

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Employee involvement, management capability
- 2—Impact on local community, quality of applications, coordination with similar groups, artistic merit
- 3—Geographical location, size of audience, board of directors
- 4—Publicity value, support by other firms, support by foundations/government
- 5—Matching grants, gifts from individuals

Hon Industries, Inc. **414 East Third Street** **Muscatine, IA 52761**

Contributions contact: Robert L. Carl, Secretary

Phone: (319) 264-7100

Information year: 1981

Total contributions-all categories: \$208,000

Education: Total contributions, \$36,700

Civic: Total contributions, \$44,600

Other: Total contributions, \$126,700 (includes \$120,100 for community services including health & welfare and arts & culture, and \$6,600 for youth)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, symphony/chamber orchestra

Recent examples of arts contributions recipients: Iowa Public Broadcasting Network, Tri-City Symphony, Muscatine Museum & Arts Center

Kinds of support normally considered: Capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, support by foundations/government, coordination with similar groups
- 2—Management capability
- 3—Impact on local community, employee involvement, support by other firms, matching grants
- 5—Publicity value, size of audience, quality of applications, gifts from individuals, artistic merit, board of directors

Arts support other than contributions: In kind services and technical assistance, \$n/a

Honeywell Inc.
Minneapolis, MN

Foundation/Trust:
Honeywell Foundation
P.O. Box 524
Minneapolis, MN 55440

Contributions contact: John N. Mitchell,
Director, Honeywell Foundation

Phone: (612) 870-6822

Information year: 1981

Total contributions-all categories: \$4,500,579

Arts & culture: Total contributions, \$426,925;
largest contribution, \$75,000; number of
contributions, 58

Health & welfare: Total contributions,
\$1,795,464 (includes United Way); largest
contribution, \$322,000; number of
contributions, 210

Education: Total contributions, \$2,149,109;
largest contribution, \$750,000; number of
contributions, 220 (not including 562 matching
gift contributions and scholarships)

Civic: Total contributions, \$96,900; largest
contribution, \$25,000; number of contributions,
44

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, 60%; plant
locations, 40%

Non-home office contributions decisions:
Home, Home and field jointly

Annual report on contributions: Yes

Best time to apply: Early in the year
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, audited
statement

Weeks required for full review and decisions:
16

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, theater, symphony/chamber
orchestra, dance, opera, public TV/radio
(employee matching gifts only)

**Recent examples of arts contributions
recipients:** Hennepin Center for the Arts
(Minneapolis), Boston Symphony Orchestra,
Florida Gulf Coast Symphony, Guthrie
Theatre Foundation, Phoenix Art Museum

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement
 - 2—Matching grants
 - 3—Publicity value, artistic merit, management
capability
 - 4—Support by other firms
 - 5—Support by foundations/government, size
of audience, quality of applications, gifts
from individuals, coordination with similar
groups, board of directors
-
-

Hoover Universal, Inc.
P.O. Box 1003
825 Victors Way
Ann Arbor, MI 48106

Contributions contact: Katherine M. Erdman,
Vice President, Corporate Communications

Phone: (313) 665-1529

Information year: 19

Total contributions-all categories: \$90,000

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a;
largest contribution, \$2,000; number of
contributions, 12

Education: Total contributions, n/a; largest contribution, \$15,000; number of contributions, est. 20

Civic: Total contributions, n/a; largest contribution, \$500; number of contributions, 10

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 60%; plant locations, 40%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter
Weeks required for full review and decisions: 10

The Horn and Hardart Company
1163 Avenue of the Americas
New York, NY 10036

Contributions contact: Munir Saltoun, Vice President and Treasurer

Phone: (212) 398-9000

Information year: 19

Total contributions-all categories: n/a

Arts & culture: Total contributions, limited

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations, state of New York

Non-home office contributions decisions: Field, home office approval for larger contributions

Annual report on contributions: No
Annual report planned: No

Houghton Mifflin Company
One Beacon Street and Two
Park Street
Boston, MA 02108

Contributions contact: W. Michael Bodden, Chairman, Contributions Committee

Phone: (617) 725-5555

Information year: 1981

Total contributions-all categories: \$99,472

Arts & culture: Total contributions, \$18,500; largest contribution, \$5,000; number of contributions, 29

Health & welfare: Total contributions, \$47,650; largest contribution, \$37,500; number of contributions, 9

Education: Total contributions, \$26,525; largest contribution, \$7,500; number of contributions, 21

Civic: Total contributions, \$6,122; largest contribution, \$650; number of contributions, 26

Other: Total contributions, \$675; largest contribution, \$125; number of contributions, 7

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Boston Ballet, Concerts in Black and White, DeCordova Museum, WGBH Educational Foundation, Crosswalk Theater

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

2—Geographical location

3—Impact on local community, employee involvement, size of audience, quality of applications, management capability, board of directors

4—Publicity value, artistic merit

5—Support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Houston Lighting & Power Company

P.O. Box 1700

Houston, TX 77001

Contributions contact: Craig L. McNeese, Vice President and Assistant to the President

Phone: (713) 229-7289

Information year: 1980

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, audited statement

ARTS SUPPORT

Recent examples of arts contributions

recipients: Municipal Art Foundation, Combined Corporate Arts Campaign (Houston), Houston Museum of Natural Science, Society for the Performing Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, impact on local community

2—Size of audience, artistic merit, management capability

3—Employee involvement, support by other firms, matching grants, support by foundations/government, coordination with similar groups

5—Publicity value, quality of applications, gifts from individuals, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Howell Corporation

1010 Lamar

Houston, TX 77002

Contributions contact: Steven K. Howell, Corporate Secretary

Phone: (713) 658-4000

Information year: 1981

Total contributions-all categories: \$85,000

Arts & culture: Total contributions, \$25,000

Health & welfare: Total contributions, none

Education: Total contributions, \$5,000

Civic: Total contributions, \$12,000

Other: Total contributions, \$43,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 50%; plant locations, 50%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Prior to third week of last month of quarter

Written guidelines available: No

Requirements for applications: Narrative/letter, board list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Combined Arts Council of Houston, Houston Museum of Natural Science, Houston Symphony

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, board of directors
- 2—Support by other firms
- 3—Employee involvement, matching grants, size of audience, quality of applications, gifts from individuals, management capability
- 4—Artistic merit
- 5—Publicity value, support by foundations/government, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$8,000

Huffy Corporation Dayton, OH

Foundation/Trust:

The Huffy Foundation, Inc.

P.O. Box 1204

Dayton, OH 45401

Contributions contact: R.R. Wieland, Secretary

Phone: (513) 866-6251

Information year: 1981

Total contributions-all categories: \$216,141

Arts & culture: Total contributions, \$15,850; largest contribution, \$8,000; number of contributions, 9

Health & welfare: Total contributions, \$76,691; largest contribution, \$32,250 (United Way); number of contributions, 33

Education: Total contributions, \$35,500; largest contribution, \$8,000; number of contributions, 35

Civic: Total contributions, \$88,100; largest contribution, \$15,000; number of contributions, 30

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, regional

Non-home office contributions decisions: Huffy Foundation Trustees

Annual report on contributions: Yes

Best time to apply: Spring

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form

Weeks required for full review and decisions: 16.

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Dayton Art Institute, Dayton Performing Arts Fund, Wright State University-Arts Council, Dayton Museum of Natural History, Milwaukee Performing Arts Fund

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, size of audience, quality of applications, management capability, board of directors
- 3—Support by other firms
- 4—Publicity value, support by foundations/government, artistic merit
- 5—Matching grants, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Hughes Tool Company
P.O. Box 2539
Houston, TX 77001

Contributions contact: Frank Potter, Assistant to the President for Public Affairs

Phone: (713) 924-9222

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter, audited statement

Weeks required for full review and decisions: 3-4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, film/video

Recent examples of arts contributions recipients: Houston Symphony Orchestra, Houston Museum of Fine Arts

Kinds of support normally considered: General operating expenses, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Size of audience, board of directors
- 4—Employee involvement, quality of applications, coordination with similar groups
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Husky Oil Company
6060 South Willow
Englewood, CO 80111

Contributions contact: George S. Dibble, Jr.,
Vice President, Government and Public
Affairs

Phone: (303) 850-1100

Information year: 1981

Total contributions-all categories: \$87,810

Arts & culture: Total contributions, \$8,500;
largest contribution, \$1,500

Health & welfare: Total contributions, \$53,300

Education: Total contributions, \$4,700

Civic: Total contributions, \$10,800

Other: Total contributions, \$10,400

**Geographic areas encompassed by arts
contributions:** Home office, 60%; plant
locations, 20%; sales locations, 20%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
board list, contributors list, audited statement
Weeks required for full review and decisions:
6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, community arts,
literature, museums, national organizations,
performing arts, public TV/radio, theater,
symphony/chamber orchestra, dance,
film/video, opera

**Recent examples of arts contributions
recipients:** Buffalo Bill Historical Center (Cody,
WY)

Kinds of support normally considered: Capital
projects, special projects, matching gifts,
student education grants

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement
- 2—Matching grants, quality of applications,
management capability
- 3—Publicity value, size of audience,
coordination with similar groups, artistic
merit, board of directors
- 4—Support by other firms, support by
foundations/government, gifts from
individuals

Arts support other than contributions: In kind
services and technical assistance, \$n/a

Hyster Company
P.O. Box 2902
Portland, OR 97208

Contributions contact: Dick Kenyon,
Corporate Personnel Manager

Phone: (503) 280-7142

Information year: 1981

Total contributions-all categories: n/a

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Complete
budget, IRS letter, audited statement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, performing arts

Recent examples of arts contributions recipients: Portland Arts Association, Oregon Museum Of Science and Industry, Oregon Opera Association, Portland Symphony Association, Oregon Contemporary Theatre

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Quality of applications
- 3—Size of audience, gifts from individuals, coordination with similar groups
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, artistic merit, management capability, board of directors

IC Industries One Illinois Center Chicago, IL 60601

Contributions contact: Harry A. Grove,
Director, Advertising and Civic Affairs

Phone: (312) 565-3000

Information year: 1981

Total contributions-all categories: \$160,000

Arts & culture: Total contributions, \$24,000; largest contribution, \$3,000; number of contributions, 14

Health & welfare: Total contributions, \$38,000; largest contribution, \$5,000; number of contributions, 20

Education: Total contributions, \$50,000; largest contribution, \$5,000; number of contributions, 19

Civic: Total contributions, \$11,000 (includes youth); largest contribution, \$2,000; number of contributions, 10

Other: Total contributions, \$35,000 (contingency funds and miscellaneous); largest contribution, \$3,000; number of contributions, 29

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home

Annual report on contributions: No

Application deadline: August of preceding year

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Art Institute of Chicago, Chicago Educational Television, Chicago Symphony Orchestra, League of Chicago Theatres

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Coordination with similar groups, management capability, board of directors
- 3—Support by other firms, support by foundations/government, gifts from individuals, artistic merit
- 4—Employee involvement, size of audience
- 5—Publicity value, matching grants, quality of applications

Arts support other than contributions: Project support through advertising/public relations, \$3,500

The Idaho First National Bank

**P.O. Box 8247
101 South Capital
Boise, ID 83733**

Contributions contact: Jack Rucker, Vice President and Manager

Phone: (208) 383-7258

Information year: 1981

Total contributions-all categories: \$266,852

Arts & culture: Total contributions, \$55,047; largest contribution, \$25,000; number of contributions, 20; number of requests, 45

Health & welfare: Total contributions, \$108,886; largest contribution, \$25,000

Education: Total contributions, \$78,164; largest contribution, \$50,000

Civic: Total contributions, \$18,186

Other: Total contributions, \$3,569

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 40%; plant and sales locations, 60%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Fourth quarter for following calendar year

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list

Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: performing arts center, summer theater, philharmonic orchestra, public television

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, management capability, board of directors
- 2—Geographical location, employee involvement, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit
- 3—Publicity value, support by other firms, support by foundations/government
- 4—Matching grants

Arts support other than contributions: Project support through advertising/public relations, \$2,500; in kind services and technical assistance, \$2,500

Ideal Basic Industries, Inc.

**P.O. Box 8789
950 17th Street
Denver, CO 80201**

Contributions contact: Christopher Dobbins, Administrative Assistant to the President

Phone: (303) 623-5661

Information year: 1980

Total contributions-all categories: \$229,928

Arts & culture: Total contributions, \$9,531; largest contribution, \$3,000; number of contributions, 19; number of requests, 28

Health & welfare: Total contributions, \$94,917; largest contribution, \$20,800; number of contributions, 51; number of requests, 146

Education: Total contributions, \$101,780; largest contribution, \$50,000; number of contributions, 40; number of requests, 144

Civic: Total contributions, \$17,185; largest contribution, \$2,000; number of contributions, 16; number of requests, 32

Other: Total contributions, \$6,515; largest contribution, \$1,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 10%; sales locations, 10%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, 990 form

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Denver Symphony Orchestra, Santa Fe Opera, Arkansas Orchestra Society, Ballet Now, Inc., KRMA (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

2—Geographical location, employee involvement, quality of applications, artistic merit, management capability, board of directors

3—Impact on local community, publicity value, support by other firms, size of audience, gifts from individuals, coordination with similar groups

5—Matching grants, support by foundations/government

Illinois Bell Telephone Company **225 West Randolph Street** **Chicago, IL 60606**

Contributions contact: John A. Koten, Vice President, Corporate Communications

Phone: (312) 727-3022

Information year: 1981

Total contributions-all categories: \$2,226,008

Arts & culture: Total contributions, \$148,885; largest contribution, \$12,500; number of contributions, 62

Health & welfare: Total contributions, \$501,706; largest contribution, \$20,000; number of contributions, 273

Education: Total contributions, \$569,727; largest contribution, \$30,000; number of contributions, 86

Civic: Total contributions, \$52,828; largest contribution, \$15,000; number of contributions, 41

Other: Total contributions, \$952,862 (Federated Drives); number of contributions, 52

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: Before October 1

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list

Weeks required for full review and decisions:
12.

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Chicago Symphony Orchestra Association, Field Museum of Natural History, DuSable Museum of Afro-American History, Peoria Symphony Orchestra, Free Street Theater

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Impact on local community

2—Geographical location, management capability

4—Quality of applications

5—Employee involvement, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Governor's Award for Corporate Support of the Arts, 1979

Illinois Tool Works Chicago, IL

Foundation/Trust:
Illinois Tool Works Foundation
8501 West Higgins
Chicago, IL 60631

Contributions contact: Stephen B. Smith,
Director, Foundation

Phone: (312) 693-3040

Information year: 1981

Total contributions-all categories: \$450,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
Maximum 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Lyric Opera, Orchestral Association, Chicago Public Television

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, support by other firms
- 3—Size of audience, quality of applications, artistic merit, management capability, board of directors
- 4—Support by foundations/government
- 5—Publicity value, matching grants, gifts from individuals, coordination with similar groups

Imperial Sugar Company
P.O. Box 9
Sugarland, TX 77478

Contributions contact: I.H. Kempner,
Chairman

Phone: (713) 491-9181

Information year: 1979

Total contributions-all categories: \$160,000;
largest gift, \$150,000; number of gifts, 5

Arts & culture: Total contributions, \$1,500

Scope of information: Corporation only

Geographic areas encompassed by arts
contributions: Home office, Galveston, TX

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list

Weeks required for full review and decisions:
1

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Arts councils/united arts funds,
museums

Recent examples of arts contributions
recipients: Houston Contemporary Arts
Museum, Galveston Historical Society
Preservation Drive, Cultural Arts Corporate
Campaign (Houston), Houston-Galveston area
arts councils

Kinds of support normally considered: General
operating expenses

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, support by other firms, quality of applications
- 2—Size of audience, coordination with similar groups, management capability
- 3—Publicity value, matching grants, support by foundations/government, gifts from individuals
- 5—Artistic merit, board of directors

Arts support other than contributions: Indirect
contributions, \$30,000

Indiana Bell Telephone
Company
220 North Meridian
Indianapolis, IN 46204

Contributions contact: Donald L. Schroeder,
Division Manager, Public Relations

Phone: (317) 265-2595

Information year: 1981

Total contributions-all categories: \$692,612

Arts & culture: Total contributions, \$40,660;
largest contribution, \$6,000; number of
contributions, 39

Health & welfare: Total contributions,
\$437,420; largest contribution, \$177,500;
number of contributions, 51

Education: Total contributions, \$172,948; largest contribution, \$20,000; number of contributions, 36

Other: Total contributions, \$41,584; largest contribution, \$20,000; number of contributions, 297

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: no time limit

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Indianapolis Museum of Art, Indiana Repertory Theater, Indianapolis Symphony, Channel 20 (Public Television), Historic New Harmony

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, management capability, board of directors
- 3—Employee involvement, publicity value, support by foundations/government, quality of applications, coordination with similar groups, artistic merit
- 4—Matching grants, size of audience, gifts from individuals
- 5—Support by other firms

Arts support other than contributions: Project support through advertising/public relations, \$4,500

Inland Steel Company **30 West Monroe Street** **Chicago, IL 60603**

Foundation/Trust:
Inland Steel-Ryerson Foundation Inc.

Contributions contact: Robert T. Carter, Secretary, Foundation

Phone: (312) 346-0300

Information year: 1981

Total contributions-all categories: \$2,203,282

Arts & culture: Total contributions, \$108,950

Health & welfare: Total contributions, \$984,726

Education: Total contributions, \$825,935

Civic: Total contributions, \$283,671

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: First three quarters
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 16

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Steppenwolf Theater, Chicago Symphony Orchestra, Chicago Repertory Dance Ensemble, Art Institute of Chicago, WTTW (Chicago Public Television)

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, employee involvement, quality of applications, artistic merit, management capability, board of directors
- 3—Support by other firms
- 4—Size of audience, coordination with similar groups
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals

Insilco Corporation
1000 Research Parkway
Meriden, CT 06450

Foundation/Trust:
Insilco Foundation

Contributions contact: Craig Bossi, Director of Corporate Communications

Phone: (203) 634-2066

Information year: 1979

Total contributions-all categories: n/a

Arts & culture: Total contributions, \$3,353; largest contribution, \$1,203; number of contributions, 6; number of requests, 21

Geographic areas encompassed by arts contributions: Home office, 95%; state of New York, 5%

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, visual arts/crafts

Recent examples of arts contributions recipients: American Shakespeare Theatre, Connecticut Opera, Connecticut Ballet, New Haven Symphony Orchestra, Metropolitan Opera

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Publicity value
- 3—Quality of applications, artistic merit
- 4—Matching grants, gifts from individuals, board of directors
- 5—Support by other firms, support by foundations/government, size of audience, coordination with similar groups, management capability

Interlake, Inc.
Oak Brook, IL

Foundation/Trust:
Interlake Foundation
2015 Spring Road
Oak Brook, IL 60521

Contributions contact: Dick Hilmers, Director of Recruitment and Development

Phone: (312) 986-6600

Information year: 1981

Total contributions-all categories: \$376,603

Arts & culture: Total contributions, \$32,450; largest contribution, \$5,000; number of contributions, 23

Health & welfare: Total contributions, \$161,640; largest contribution, \$75,000; number of contributions, 147

Education: Total contributions, \$155,363; largest contribution, \$10,000; number of contributions, 56

Civic: Total contributions, \$7,100; largest contribution, \$2,500; number of contributions, 6

Other: Total contributions, \$20,050; number of contributions, 6

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 88%; plant locations, 12%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Last quarter of the year
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, contributors list
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, visual arts/crafts, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Art Institute of Chicago, WTTW (Chicago Public Television), Lyric Opera of Chicago, Ravinia Festival, Field Museum of Natural History

Kinds of support normally considered: General operating expenses, capital projects, employee matching gifts (to public broadcasting only)

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Size of audience
- 3—Support by other firms, support by foundations/government, quality of applications
- 5—Employee involvement, publicity value, matching grants, gifts from individuals, coordination with similar groups, management capability, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a

IBM

Old Orchard Road

Armonk, NY 10504

Contributions contact: A.N. Scallon, Director, Corporate Support Programs

Phone: (914) 765-5284

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, more than \$2,500,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Museum of Modern Art, American Film Institute, Metropolitan Opera Association, Lincoln Center, National Corporate Fund for Dance

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Publicity value, artistic merit, management capability
- 2—Size of audience, quality of applications
- 3—Geographical location, impact on local community, support by other firms, support by foundations/government, coordination with similar groups, board of directors
- 4—Employee involvement, matching grants
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 10 times

**International Harvester
Company**
401 North Michigan Avenue
Chicago, IL 60611

Foundation/Trust:
**International Harvester
Foundation**

Contributions contact: Edward L. Quinn,
Director, Corporate Contributions and
Membership

Phone: (312) 836-2100

Information year: 1980

Total contributions-all categories: \$3,200,000

Arts & culture: Total contributions, \$140,000;
largest contribution, \$20,000; number of
contributions, 17

Health & welfare: Total contributions,
\$1,160,000; largest contribution, \$440,000

Education: Total contributions, \$850,000;
largest contribution, \$153,000

Civic: Total contributions, \$702,000; largest
contribution, \$250,000

Other: Total contributions, \$348,000

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 5%; home office, 55%;
plant locations, 40%

Non-home office contributions decisions:
Home, Field, Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:
4

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, theater,
symphony/chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Art Institute of Chicago, Memphis
Arts Council, Ft. Wayne Fine Arts
Foundation, Lincoln Center, Kennedy Center

Kinds of support normally considered: General
operating expenses, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement, artistic
merit
- 2—Management capability, board of directors
- 3—Support by other firms, support by
foundations/government, quality of
applications
- 4—Publicity value, size of audience,
coordination with similar groups
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

**International Minerals &
Chemical Corporation**
2315 Sanders Road
Northbrook, IL 60062

Foundation/Trust:
IMC Foundation

Contributions contact: Donald E. Tynan,
Director, Public Responsibility and President,
IMC Foundation

Phone: (312) 564-8600

Information year: 1981

Total contributions-all categories: \$1,673,676

Arts & culture: Total contributions, \$178,992;
largest contribution, \$42,467; number of
contributions, 45

Health & welfare: Total contributions,
\$441,314; largest contribution, \$100,000;
number of contributions, 88

Education: Total contributions, \$764,535;
largest contribution, \$250,000; number of
contributions, 53

Civic: Total contributions, \$81,865; largest
contribution, \$13,210; number of contributions,
35

Other: Total contributions, \$206,114; largest
contribution, \$70,000; number of contributions,
414

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: National, 24%; home office,
24%; plant locations, 52%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: Yes; for 1983

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
1-7

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public
TV/radio, theater, symphony/chamber
orchestra, dance, opera

Recent examples of arts contributions
recipients: Chicago Symphony Orchestra,
Cunningham Memorial Library, Business
Committee for the Arts, Art Institute of
Chicago, Little Theatre of Monroe (LA)

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, employee
involvement
- 2—Impact on local community, matching
grants, support by foundations/government,
artistic merit, board of directors
- 3—Support by other firms, management
capability
- 4—Quality of applications, gifts from
individuals, coordination with similar
groups
- 5—Publicity value, size of audience

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a; art purchases, \$35,000 (est.)

Local or national awards received for arts
support: Chicago Cultural Distinction Award,
1981

International Multifoods Corporation
1200 Multifoods Building
Minneapolis, MN 55402

Foundation/Trust:
Multifoods Charitable Foundation

Contributions contact: Frances A. Kolb,
Manager, Corporate Support Programs

Phone: (612) 340-3302

Information year: 1982

Total contributions-all categories: \$823,000

Arts & culture: Total contributions, \$62,000;
largest contribution, \$7,000; number of
contributions, 40

Health & welfare: Total contributions,
\$303,000; largest contribution, \$70,000;
number of contributions, 288

Education: Total contributions, \$388,000;
largest contribution, \$20,000 (excluding
\$150,000 capital grant); number of
contributions, 210

Civic: Total contributions, \$70,000 (includes
"other"); largest contribution, \$5,000; number
of contributions, 159

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, 73%; plant
locations, 27%

Non-home office contributions decisions:
Home and field jointly

Best time to apply: Prior to September 15
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
Up to 12

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, visual
arts/crafts, theater, symphony/chamber
orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Minnesota Society of Fine Arts,
Guthrie Theater, Cricket Theatre, St. Paul
Chamber Orchestra, Minnesota Orchestra

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, size of audience
- 2—Employee involvement, support by other
firms, support by foundations/government,
artistic merit, management capability,
board of directors
- 3—Quality of applications, coordination with
similar groups
- 4—Publicity value
- 5—Matching grants, gifts from individuals

Arts support other than contributions: In kind
services and technical assistance, \$n/a

**Local or national awards received for arts
support:** Business in the Arts Award, 1978

**International Paper
Company**
New York, NY

Foundation/Trust:
**International Paper Company
Foundation**
77 West 45th Street
New York, NY 10036

Contributions contact: Gladys F. Waltemade,
Vice President

Phone: (212) 536-6580

Information year: 1981

Total contributions-all categories: \$2,289,543

Arts & culture: Total contributions, \$640,048; largest contribution, \$400,000; number of contributions, 47

Health & welfare: Total contributions, \$165,384; largest contribution, \$25,000; number of contributions, 31

Education: Total contributions, \$1,260,911; largest contribution, \$100,000; number of contributions, 86

Civic: Total contributions, \$166,200; largest contribution, \$30,500; number of contributions, 23

Other: Total contributions, \$57,000; number of contributions, 7

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 30%; home office, 32%; plant locations, 38%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: Summer

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera, special performing and visual arts programs with employee involvement in mill and plant communities

Recent examples of arts contributions recipients: American Craft Council (NY), Southeast Arkansas Arts and Science Center, Lake George Opera Festival, Jackson Symphony Festival, Oregon Museum of Science and Industry

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, artistic merit, management capability
- 2—Publicity value
- 3—Support by other firms, support by foundations/government, coordination with similar groups, board of directors
- 4—Matching grants, size of audience
- 5—Gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

Local or national awards received for arts support: Governor's Award, 1980, for support of the performing arts in Arkansas; Business in the Arts Award, 1981, Encore Award, 1980

International Telephone and Telegraph Corporation

320 Park Avenue
New York, NY 10022

Contributions contact: Lorraine B. Cutter, Assistant Director, Public Affairs

Phone: (212) 940-1246

Information year: 1980

Total contributions-all categories: n/a

Arts & culture: ; largest contribution, \$250,000 (over 5 years)

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Capital Children's Museum, Museum of the City of New York, Kennedy Center

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value, size of audience, quality of applications, artistic merit, management capability, board of directors
- 3—Employee involvement
- 5—Support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Local or national awards received for arts support: Business in the Arts Award, 1977, for Vanity Fair-Metropolitan Museum of Art; Business in the Arts Award, 1978, for support of arts on worldwide basis; Encore Award, 1980, for Big Apple Exhibit-Museum of the City of New York

InterNorth, Inc. Omaha, NE

Foundation/Trust:
The InterNorth Foundation
2223 Dodge Street
Omaha, NE 68102

Contributions contact: James J. Finnegan,
Executive Director, Foundation

Phone: (402) 633-5810

Information year: 1981

Total contributions-all categories: \$1,739,140

Arts & culture: Total contributions, \$535,559; largest contribution, \$136,964; number of contributions, 67

Health & welfare: Total contributions, \$218,945; largest contribution, \$14,627; number of contributions, 102

Education: Total contributions, \$598,995; largest contribution, \$100,000; number of contributions, 401 (includes employee matching gifts)

Civic: Total contributions, \$271,065; largest contribution, \$10,000; number of contributions, 102

Other: Total contributions, \$114,245

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 70%; plant locations, 20%; sales locations, 10%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: Yes; for 1982

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Omaha Symphony, Metropolitan Arts Council (Omaha), Lyric Opera of Chicago, Emmy Gifford Children's Theater, Minneapolis Fine Arts Society

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, quality of applications, management capability, board of directors
- 3—Support by other firms, artistic merit
- 4—Matching grants, support by foundations/government, size of audience, coordination with similar groups
- 5—Publicity value, gifts from individuals

**Interpace Corporation
Parsippany, NJ**

**Foundation/Trust:
Interpace Foundation
260 Cherry Hill Road
Parsippany, NJ 07054**

Contributions contact: Robert R. Behn,
President, Interpace Foundation

Phone: (201) 335-1111

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, plant locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Application deadline: September

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list,
audited statement

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts,
museums, performing arts, visual arts/crafts,
theater, symphony/chamber orchestra

Recent examples of arts contributions

recipients: New Jersey Shakespeare Festival,
New Jersey Symphony Orchestra, Museum of
Modern Art (sculpture exhibitions),
Metropolitan Museum of Art (sculpture
exhibitions)

Kinds of support normally considered: General
operating expenses, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, employee involvement, publicity value, matching grants, quality of applications, artistic merit, management capability, board of directors
- 2—Size of audience
- 5—Support by other firms, support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: In kind
services and technical assistance, \$n/a

**Inter-Regional Financial
Group, Inc.
Minneapolis, MN**

**Foundation/Trust:
Inter-Regional Financial Group
Foundation
P.O. Box 1160
100 Dain Tower
Minneapolis, MN 55440**

Contributions contact: Elizabeth Hermanson,
Executive Director

Phone: (612) 371-2809

Information year: 1981

Total contributions-all categories: \$191,700

243

Arts & culture: Total contributions, \$16,961; largest contribution, \$2,500; number of contributions, 58

Health & welfare: Total contributions, \$85,731; largest contribution, \$39,535; number of contributions, 104

Education: Total contributions, \$61,565; largest contribution, \$10,000; number of contributions, 110

Civic: Total contributions, \$19,679; largest contribution, \$5,000; number of contributions, 38

Other: Total contributions, \$7,764; largest contribution, \$500; number of contributions, 36

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Application deadline: December 15

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Guthrie Theater, Walker Art Center, Opera St. Paul, Minnesota Orchestra, Children's Theater

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement, quality of applications, management capability

2—Artistic merit

3—Publicity value, matching grants, size of audience, coordination with similar groups, board of directors

5—Support by other firms, support by foundations/government, gifts from individuals

Investors Diversified Services, Inc. (IDS)

IDS Tower

Minneapolis, MN 55402

Contributions contact: Gilbert P. Goetz, Vice President, Public Relations and Advertising

Phone: (612) 372-3503

Information year: 1980

Total contributions-all categories: \$534,500

Arts & culture: Total contributions, \$64,140

Geographic areas encompassed by arts contributions: Home office, 100%

Application deadline: August 1

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: Minneapolis Society of Fine Arts, Walker Art Center, Minnesota Orchestral Association, Guthrie Theater, Hennepin Center for the Arts

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Employee involvement, management capability, board of directors
- 3—Size of audience, coordination with similar groups
- 4—Publicity value, support by other firms, support by foundations/government, quality of applications
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Iowa-Illinois Gas and Electric Company

**206 East Second Street
Davenport, IA 52801**

Contributions contact: J.C. Decker, Secretary and Treasurer

Phone: (319) 326-7038

Information year: 1981

Total contributions-all categories: \$224,272

Arts & culture: Total contributions, \$21,555; largest contribution, \$10,000; number of contributions, 18

Health & welfare: Total contributions, \$69,906; largest contribution, \$31,875; number of contributions, 20

Education: Total contributions, \$65,673; largest contribution, \$22,500; number of contributions, 24

Civic: Total contributions, \$67,138; largest contribution, \$20,000; number of contributions, 59

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 80%; sales locations, 20%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 4-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Davenport Municipal Art Gallery, Junior Theatre, Putnam Museum, Tri-City Symphony, Quad-Cities Arts Council

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms, coordination with similar groups
- 2—Size of audience, quality of applications, artistic merit, management capability
- 3—Matching grants, support by foundations/government, board of directors
- 4—Employee involvement, publicity value, gifts from individuals

**Iowa Power and Light
Company**
P.O. Box 657
Des Moines, IA 50303

Contributions contact: L.K. Vorbrich, General
Counsel and Secretary

Phone: (515) 281-2471

Information year: 1981

Total contributions-all categories: \$380,000

Arts & culture: Total contributions, \$80,000

Health & welfare: Total contributions,
\$160,000

Education: Total contributions, \$125,000

Civic: Total contributions, \$10,000

Other: Total contributions, \$5,000

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, sales locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list

Weeks required for full review and decisions:
12

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, community arts,
museums, performing arts, public TV/radio,
theater, symphony/chamber orchestra, dance,
opera

**Recent examples of arts contributions
recipients:** Des Moines Metro Summer Festival
of Opera, Friends of Iowa Public Broadcasting
Network, Des Moines Ballet Association,
Sherman Hill Historic Preservation Association,
Des Moines Art Center

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community
 - 2—Employee involvement, size of audience,
quality of applications, gifts from
individuals, coordination with similar
groups, artistic merit, management
capability, board of directors
 - 3—Support by other firms, matching grants,
support by foundations/government
 - 4—Publicity value
-
-

Iroquois Brands Ltd.
41 Putnam Avenue
Greenwich, CT 06030

Contributions contact: Brian Dobson, Vice
President, Corporate Communications

Phone: (203) 622-9000

Information year: 1979

Total contributions-all categories: n/a

**Geographic areas encompassed by arts
contributions:** Home office, 75%; plant
locations, 25%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Application deadline: Late November

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement

Weeks required for full review and decisions:
6 (after budget review)

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: Stamford Symphony, local theatre and dance

Kinds of support normally considered: Capital projects, commissions to artists, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, management capability
- 2—Geographical location, employee involvement, publicity value, board of directors
- 3—Size of audience, quality of applications, artistic merit
- 4—Support by other firms, support by foundations/government, coordination with similar groups
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Irving Trust Company New York, NY

Foundation/Trust:
**Irving One Wall Street
Foundation, Inc.**
1 Wall Street
New York, NY 10015

Contributions contact: Peter D. Crawford,
Vice President

Phone: (212) 487-6268

Information year: 1981

Total contributions-all categories: \$367,102

Arts & culture: Total contributions, \$46,500; largest contribution, \$10,000; number of contributions, 19

Health & welfare: Total contributions, \$194,250; largest contribution, \$170,000; number of contributions, 8

Education: Total contributions, \$83,402; largest contribution, \$15,000; number of contributions, 18

Civic: Total contributions, \$42,950; largest contribution, \$15,000; number of contributions, 11

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Best time to apply: September-October

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio, visual arts/crafts, theater, dance

Recent examples of arts contributions recipients: Lincoln Center, National Corporate Fund for Dance, Metropolitan Museum of Art, Lower Manhattan Cultural Council, New York Shakespeare Festival

Kinds of support normally considered: General operating expenses, capital projects, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, quality of applications, management capability, board of directors
- 2—Support by other firms, support by foundations/government
- 3—Size of audience, artistic merit
- 4—Publicity value
- 5—Employee involvement, matching grants, gifts from individuals, coordination with similar groups

Arts support other than contributions: In kind services and technical assistance, \$n/a

Itek Corporation
10 Maguire Road
Lexington, MA 02173

Contributions contact: Howard J. Hall,
Director, Corporate Communications

Phone: (617) 276-2645

Information year: 1980

Total contributions-all categories: \$80,000

Arts & culture: Total contributions, \$9,000;
largest contribution, \$1,000; number of
contributions, 10; number of requests, 40

**Geographic areas encompassed by arts
contributions:** National, 10%; home office,
70%; plant locations, 20%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget

Weeks required for full review and decisions:
4

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts councils/united arts funds,
community arts, museums, performing arts,
public TV/radio, visual arts/crafts

**Recent examples of arts contributions
recipients:** Museum of Science (Boston),
DeCordova Museum (Lincoln, MA), WGBH
(Boston Public Television), George Eastman
House (Rochester, NY)

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, employee involvement
- 2—Artistic merit
- 3—Support by other firms, support by foundations/government, size of audience
- 4—Quality of applications, management capability, board of directors
- 5—Publicity value, matching grants, gifts from individuals, coordination with similar groups

Arts support other than contributions: In kind
services and technical assistance, \$1,500

James River Corporation
P.O. Box 2218
Richmond, VA 23217

Contributions contact: Stephen H. Garnett,
Director of Public Affairs

Phone: (804) 649-4362

Information year: 1980

Total contributions-all categories: \$203,900
(includes 15 individual subsidiaries)

Arts & culture: Total contributions, \$10,000;
number of contributions, 20; number of
requests, 50

Health & welfare: Total contributions, \$104,000; largest contribution, \$20,000; number of contributions, 100; number of requests, est. 300

Education: Total contributions, \$45,000; largest contribution, \$10,000; number of contributions, 35; number of requests, 75-100

Civic: Total contributions, \$20,000; largest contribution, \$1,000; number of contributions, 50; number of requests, 150

Other: Total contributions, \$19,900

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 15%; plant locations, 73%; sales locations, 2%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: Yes; for 1985

Best time to apply: November-February
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, reply card or form
Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Richmond Symphony, Richmond Ballet, Richmond Federated Arts Council, Virginia Museum, Richmond Center for Performing Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Quality of applications, artistic merit, management capability, board of directors
- 3—Impact on local community, employee involvement, coordination with similar groups
- 4—Publicity value, support by other firms, size of audience
- 5—Matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$250; paper, \$5,000

Jantzen Inc.
P.O. Box 3001
411 North East 19th Avenue
Portland, OR 97208

Contributions contact: Charles J. Coe, Vice President, Administration and Personnel

Phone: (503) 238-5014

Information year: 1981

Total contributions-all categories: \$78,125

Arts & culture: Total contributions, \$6,210; largest contribution, \$2,000; number of contributions, 13; number of requests, 30

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 10%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: May-July
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions

recipients: Oregon Museum of Science and Industry, Portland Art Association, Portland Civic Theatre, 1981 ARTQUAKE, Portland Youth Philharmonic

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, management capability
- 3—Publicity value, size of audience, quality of applications, artistic merit, board of directors
- 4—Support by foundations/government
- 5—Support by other firms, matching grants, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$2,500

Jefferson National Life Insurance Company

1 Virginia Avenue
Indianapolis, IN 46204

Contributions contact: E. Kirk McKinney, Jr., Chairman

Phone: (317) 635-7676

Information year: 1981

Total contributions-all categories: \$50,000

Arts & culture: Total contributions, 70%

Other: Total contributions, 30% (includes health & welfare, education and civic)

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio

Recent examples of arts contributions

recipients: Indianapolis Museum of Art

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 3—Support by other firms, matching grants, support by foundations/government, size of audience
- 5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$1,000

Local or national awards received for arts support: Business in the Arts Award

Jersey Central Power & Light Company

Madison at Punchbowl
Morristown, NJ 07960

Contributions contact: Edward Stominski, Manager, Contributions

Phone: (201) 455-8200

Information year: 1981

Total contributions-all categories: \$7,000

Civic: Total contributions, \$7,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, contributors list, audited statement

Weeks required for full review and decisions: 4

Jewel Companies, Inc. Chicago, IL

Foundation/Trust:
Jewel Foundation
5725 East River Road
Chicago, IL 60631

Contributions contact: Robert D. Jones, Vice President, Public Affairs

Phone: (312) 693-6000

Information year: 1981

Total contributions-all categories: \$861,195

Arts & culture: Total contributions, \$25,000; largest contribution, \$2,500; number of contributions, 20; number of requests, 200

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts

Recent examples of arts contributions recipients: Art Institute of Chicago, Indianapolis Museum of Art, Congress Street Wharf (Boston), Lyric Opera of Chicago, Urban Gateways (Chicago)

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Management capability
- 3—Size of audience, quality of applications, board of directors
- 4—Support by other firms, coordination with similar groups, artistic merit
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals

Jewelcor Incorporated 72 North Franklin Street Wilkes-Barre, PA 18773

Contributions contact: Joseph F. Litchman, Chief Financial Office and Treasurer

Phone: (717) 824-8761

Information year: 19

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home, committee

Annual report on contributions: No
Annual report planned: No

Best time to apply: Third or fourth quarter
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: approximately 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, matching grants, quality of applications, artistic merit, management capability
- 2—Support by other firms, support by foundations/government, gifts from individuals, board of directors
- 3—Coordination with similar groups
- 4—Size of audience
- 5—Publicity value

Arts support other than contributions: Executive loan program, \$n/a

Local or national awards received for arts support: United Way, 1981

Jim Walter Corporation
1500 North Dale Mabry
Highway
Tampa, FL 33607

Contributions contact: Kendall Baker, Administrator

Phone: (813) 871-4630

Information year: 19

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, plant locations

Non-home office contributions decisions: Home and field jointly, local plant managers

Annual report on contributions: No

Annual report planned: No

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 4

ARTS SUPPORT

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 3—Support by foundations/government
- 5—Publicity value, support by other firms, matching grants

Johnson Controls, Inc.
Milwaukee, WI

Foundation/Trust:
Johnson Controls Foundation
P.O. Box 591
5757 North Green Bay Avenue
Milwaukee, WI 53201

Contributions contact: Florence Klatt, Secretary, Advisory Board

Phone: (414) 228-2219

Information year: 1981

Total contributions-all categories: \$951,034

Arts & culture: Total contributions, \$173,051; largest contribution, \$100,500; number of contributions, 16

Health & welfare: Total contributions, \$289,650; largest contribution, \$150,000; number of contributions, 126

Education: Total contributions, \$157,513; largest contribution, \$22,000; number of contributions, 67 (not including matching gifts and scholarships)

Civic: Total contributions, \$14,225; largest contribution, \$2,000; number of contributions, 21

Other: Total contributions, \$316,595 (includes \$314,145 to United Way-foundation matches all contributions); largest contribution, \$1,000; number of contributions, 5

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter, contributors list

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Milwaukee Symphony, Wisconsin Conservatory of Music, WMVS (Public Television), United Performing Arts Fund, Arts Council of Winston-Salem

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Employee involvement

2—Geographical location, impact on local community, artistic merit

3—Management capability, board of directors

4—Publicity value, support by other firms, support by foundations/government, size of audience, gifts from individuals

5—Matching grants, quality of applications

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a; tickets, \$n/a

Johnson & Johnson
501 George Street
New Brunswick, NJ 08903

Foundation/Trust:
Johnson & Johnson Family of
Companies Contribution Fund

Contributions contact: Mr. H.T. Nelson,
Director, Corporate Contributions

Phone: (201) 524-6747

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, 16%

Health & welfare: Total contributions, 29%

Education: Total contributions, 41%

Civic: Total contributions, 8%

Other: Total contributions, 6%

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: New Jersey State Museum, Kennedy Center, New Jersey Ballet, George Street Playhouse (New Brunswick, NJ), New Jersey Symphony

Kinds of support normally considered: General operating expenses, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Geographical location, impact on local community, management capability
- 3—Employee involvement, support by other firms, size of audience, quality of applications, coordination with similar groups, artistic merit, board of directors
- 4—Publicity value, matching grants, support by foundations/government, gifts from individuals

Jostens, Inc.

**5501 Norman Center Drive
Bloomington, MN 55437**

Foundation/Trust:

The Jostens Foundation, Inc.

Contributions contact: Ellis F. Bullock, Jr.,
Director

Phone: (612) 830-8429

Information year: 1980

Total contributions-all categories: \$433,000

Arts & culture: Total contributions, \$57,000; largest contribution, \$8,000; number of contributions, 36; number of requests, 149

Geographic areas encompassed by arts

contributions: National, 5%; home office, 90%; plant locations, 5%

Annual report on contributions: Yes

Application deadline: February 28; April 30; June 30; August 31; October 31; and December 31

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions

recipients: Young Audiences, Greater Twin Cities Youth Symphonies, Film In The City for Adolescents Program, Minnesota Public Radio, Hennepin Center for the Arts

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, quality of applications, management capability
- 2—Geographical location, matching grants, support by foundations/government, coordination with similar groups, artistic merit
- 3—Publicity value, support by other firms, size of audience, gifts from individuals, board of directors

**Justin Industries
Incorporated**
2821 West Seventh Street
Fort Worth, TX 76101

Contributions contact: Donald K. Jury, Vice President, Finance

Phone: (817) 336-5125

Information year: 1982

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Southwestern United States

Non-home office contributions decisions: Field, Committee

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types, must be well-established organization

Recent examples of arts contributions recipients: Fort Worth Arts Council, Dallas Arts Council

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location

2—Impact on local community, size of audience, quality of applications, artistic merit, management capability, board of directors

3—Employee involvement

4—Publicity value, coordination with similar groups

5—Support by other firms, matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Kaiser Steel Corporation
P.O. Box 5050
Fontana, CA 92335

Contributions contact: Joseph L. Clark, Director of Public Relations

Phone: (714) 350-5179

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, none

Health & welfare: Total contributions, none

Education: Total contributions, n/a

Civic: Total contributions, n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Spring of preceding year

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, board list, contributors list, audited statement

Weeks required for full review and decisions:
6

Kaman Corporation
P.O. Box 1
Bloomfield, CT 06002

Contributions contact: Lucian E. Baldwin,
Vice President and Committee Secretary

Phone: (203) 243-8311

Information year: 19

Total contributions-all categories: \$128,916

Arts & culture: Total contributions, \$11,298;
largest contribution, \$2,000; number of
contributions, 5

Health & welfare: Total contributions,
\$52,572; largest contribution, \$15,000; number
of contributions, 30

Education: Total contributions, \$32,585; largest
contribution, \$14,250; number of contributions,
6

Civic: Total contributions, \$32,063; largest
contribution, \$2,500; number of contributions,
50

Other: Total contributions, \$398

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations, sales locations

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: December

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
maximum 12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public
TV/radio, visual arts/crafts, theater,
symphony/chamber orchestra, dance,
film/video, opera

Recent examples of arts contributions

recipients: Greater Hartford Arts Council

Kinds of support normally considered: General
operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Impact on local community

2—Quality of applications, management
capability, board of directors

3—Geographical location, employee
involvement, support by
foundations/government, size of audience,
artistic merit

4—Gifts from individuals, coordination with
similar groups

5—Publicity value, support by other firms,
matching grants

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

**Kansas City Southern
Industries, Inc.**
114 West 11th Street
Kansas City, MO 64105

Contributions contact: Albert P. Mauro,
Assistant Corporate Secretary

Phone: (816) 556-0303

Information year: 1979

Total contributions-all categories: \$260,000

Arts & culture: Total contributions, \$85,000;
largest contribution, \$40,000; number of
contributions, 8; number of requests, 20

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 5%; sales locations, 5%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: September-October
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Kansas City Philharmonic, Lyric Theatre, Kansas City Art Institute, Nelson Art Gallery, KCPT (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Geographical location, impact on local community, quality of applications, artistic merit
- 3—Employee involvement, matching grants, coordination with similar groups, management capability
- 4—Support by other firms, support by foundations/government, size of audience, gifts from individuals
- 5—Publicity value, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$7,500; in kind services and technical assistance, \$15,000

Kearney-National Inc. **New York, NY**

Foundation/Trust:
The Kearney-National Foundation
200 Park Avenue
New York, NY 10166

Contributions contact: Jim Gray, Assistant Administration Director

Phone: (212) 972-9590

Information year: 1981

Total contributions-all categories: \$27,000

Health & welfare: Total contributions, \$8,000

Education: Total contributions, \$15,000

Civic: Total contributions, \$4,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Application deadline: March 1
Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 2

Keeler Brass Company **955 Godfrey Avenue** **Grand Rapids, MI 49503**

Contributions contact: Pete Buck, Accounts Payable Manager

Phone: (616) 247-4000

Information year: 1981

Total contributions-all categories: n/a
Arts & culture: Total contributions, none
Health & welfare: Total contributions, n/a
Education: Total contributions, n/a
Civic: Total contributions, n/a
Scope of information: Corporation only
Geographic areas encompassed by arts contributions: National, home office
Non-home office contributions decisions: Home, finance department or president
Annual report on contributions: No
Annual report planned: No
Best time to apply: Two years prior to event
Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 2 years

Kellwood Company **St. Louis, MO**

Foundation/Trust:
The Kellwood Foundation
P.O. Box 14374
St. Louis, MO 63178

Contributions contact: Robert A. Maddocks,
Vice President, Secretary and General Counsel

Phone: (314) 576-3336

Information year: 1981

Total contributions-all categories: \$61,302

Arts & culture: Total contributions, \$1,620;
largest contribution, \$1,500; number of
contributions, 2

Health & welfare: Total contributions, \$1,200;
largest contribution, \$500; number of
contributions, 4

Education: Total contributions, \$28,453; largest
contribution, \$10,000; number of contributions,
46

Civic: Total contributions, \$28,904; largest
contribution, \$23,341; number of contributions,
9

Other: Total contributions, \$1,125

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Application deadline: November 30

Written guidelines available: No

Requirements for applications: IRS letter,
organizational goals.

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts councils/united arts funds,
public TV/radio, symphony/chamber orchestra

**Recent examples of arts contributions
recipients:** Arts and Education Council of
Greater St. Louis, Philharmonic Society of St.
Louis

Kinds of support normally considered: General
operating expenses

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a

Kemper Group **Route 22 and Kemper Drive** **Long Grove, IL 60049**

Contributions contact: A.J. Baltz, Controller

Phone: (312) 540-2386

Information year: 1981

Total contributions-all categories: \$445,334

Arts & culture: Total contributions, \$22,050;
largest contribution, \$16,000; number of
contributions, 8

Health & welfare: Total contributions, \$262,332; largest contribution, \$62,614; number of contributions, 91

Education: Total contributions, \$17,785; largest contribution, \$5,000; number of contributions, 17

Civic: Total contributions, \$71,886; largest contribution, \$25,000; number of contributions, 94

Other: Total contributions, \$71,281 (youth)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, summit and central divisions

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: January

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: individual artists through purchase of their works, Museum of Science and Industry (Chicago), Art Institute of Chicago, Chicago Symphony Orchestra

Kinds of support normally considered: General operating expenses, commissions to artists, corporate art purchases

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, artistic merit

2—Impact on local community, publicity value, size of audience

3—Employee involvement, management capability, board of directors

5—Support by other firms, matching grants, support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$2,112; in kind services and technical assistance, \$268; art collection purchases, \$26,986

Local or national awards received for arts support: Business in the Arts Award, 1976, for support of Chicago Lyric Opera

The Kendall Company One Federal Street Boston, MA 02110

Foundation/Trust: The Kendall Company Foundation

Contributions contact: Robert W. MacLoud, Assistant to the President

Phone: (617) 423-2000

Information year: 1980

Total contributions-all categories: \$135,000

Arts & culture: Total contributions, \$5,000; largest contribution, \$3,000; number of contributions, 2; number of requests, est. 5

Geographic areas encompassed by arts contributions: Home office, 15%; plant locations, 70%; sales locations, 15%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, application form

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, public TV/radio

Recent examples of arts contributions recipients: Public Television, Museums

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Employee involvement, size of audience, artistic merit, management capability
- 3—Impact on local community
- 4—Quality of applications, coordination with similar groups, board of directors
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals

Kennametal, Inc.
P.O. Box 231
Latrobe, PA 15650

Foundation/Trust:
The Kennametal Foundation

Information year: 1980

Total contributions-all categories: n/a

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Best time to apply: None
Written guidelines available: No

Requirements for applications: n/a

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, public TV/radio

Kinds of support normally considered: Matching gifts

Kerr-McGee Corporation
P.O. Box 25861
Oklahoma City, OK 73125

Foundation/Trust:
Kerr-McGee Foundation, Inc.

Contributions contact: R.D. Robins, Vice President and Treasurer

Phone: (405) 270-2586

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: ; number of contributions, 11; number of requests, 31

Geographic areas encompassed by arts contributions: National, 1%; home office, 95%; plant locations, 4%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Summer
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Cowboy Hall of Fame, Allied Arts Foundation, Santa Fe Opera Association, The Oklahoma Symphony Orchestra

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Support by other firms
- 3—Employee involvement, publicity value, matching grants, support by foundations/government, size of audience, quality of applications, artistic merit, board of directors
- 4—Gifts from individuals, coordination with similar groups

Ketchum Communications Inc.

Pittsburgh, PA

Foundation/Trust:
KM&G Foundation
Four Gateway Center
Pittsburgh, PA 15222

Contributions contact: Thomas E. Brown,
Administrative Assistant to the Chairman

Phone: (412) 456-3564

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, 27%;
number of contributions, 11

Health & welfare: Total contributions, 3.5%;
number of contributions, 4

Education: Total contributions, 15.5%; number
of contributions, 9

Civic: Total contributions, 16%; number of
contributions, 16

Other: Total contributions, 38% (includes
United Way); number of contributions, 6

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 42%; subsidiaries, 58%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: January-February

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, board list, contributors list

Weeks required for full review and decisions:
4-6

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Pittsburgh Symphony Orchestra, Carnegie Institute, Pittsburgh Public Theater, Pittsburgh Ballet Theatre, Sweetwater Arts Center

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Geographical location, support by other firms, artistic merit
- 3—Employee involvement, size of audience, management capability
- 4—Impact on local community, quality of applications, board of directors
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Kimball International, Inc.
P.O. Box 460
1549 Royal Street
Jasper, IN 47546

Foundation/Trust:
The Habig Foundation

Contributions contact: Edward Kreilein,

Phone: (812) 482-1600

Information year: 1980

Total contributions-all categories: \$200,000

Arts & culture: Total contributions, \$100,000; largest contribution, \$25,000; number of contributions, 25; number of requests, 75

Geographic areas encompassed by arts contributions: National, 5%; home office, 75%; plant locations, 20%

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, board list

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, national organizations, performing arts, public TV/radio

Recent examples of arts contributions recipients: The Beethoven Foundation, Inc., American Symphony, Indianapolis Symphony Youth Competition, Lincoln Center, Southwest Indiana Public Broadcasting

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Coordination with similar groups, artistic merit, board of directors
- 3—Support by other firms, matching grants, management capability
- 4—Publicity value, support by foundations/government, size of audience

Arts support other than contributions: Project support through advertising/public relations, \$50,000; in kind services and technical assistance, \$75,000

Kimberly-Clark Corporation
North Lake Street
Neenah, WI 54956

Foundation/Trust:
Kimberly-Clark Foundation, Inc.

Contributions contact: John S. Sensenbrenner, Jr., President, Foundation

Phone: (414) 721-2000

Information year: 1981

Total contributions-all categories: \$1,434,209

Arts & culture: Total contributions, \$158,636; largest contribution, \$15,000; number of contributions, 30 (not including employee matching gifts)

Health & welfare: Total contributions, \$440,529; largest contribution, \$40,915; number of contributions, 100 (not including employee matching gifts)

Education: Total contributions, \$696,181; largest contribution, \$50,000; number of contributions, 70 (not including employee matching gifts)

Civic: Total contributions, \$74,748; largest contribution, \$29,338; number of contributions, est. 30

Other: Total contributions, \$64,115; largest contribution, \$10,000; number of contributions, est. 30

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 23%; home office, 47%; plant and sales locations, 30%

Non-home office contributions decisions: Home on recommendation of mill unit

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera, national organizations on a limited basis

Recent examples of arts contributions

recipients: City of Neenah (WI) Municipal Museum Foundation, Fox Valley Symphony Association, Inc. (Menasha, WI), Corinth (MS) Area Arts Council, Inc., Sylacauga (AL) Area Council on Arts and Humanities, Roswell (GA) Historical Society

Kinds of support normally considered: General operating expenses, capital projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, management capability
- 2—Matching grants
- 3—Support by other firms, support by foundations/government, size of audience, quality of applications, coordination with similar groups, artistic merit, board of directors
- 4—Publicity value, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Wisconsin Governor's Award, 1980

Kirkpatrick Oil Company Oklahoma City, OK

Foundation/Trust:

Kirkpatrick Foundation

1300 North Broadway

Oklahoma City, OK 73103

Contributions contact: Eleanor J. Maurer, Personal Executive

Phone: (405) 235-5621

Information year: 1979

Total contributions-all categories: \$1,838,676

Arts & culture: Total contributions, \$261,630; number of requests, 300

Geographic areas encompassed by arts

contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts

Recent examples of arts contributions

recipients: Oklahoma Center For Science and Art, Allied Arts Foundation, Oklahoma City Symphony Society, Business Committee for the Arts, Oklahoma Theater Center

Kinds of support normally considered: General operating expenses, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, board of directors
- 2—Employee involvement, size of audience, quality of applications, artistic merit
- 3—Support by foundations/government, management capability
- 4—Publicity value, support by other firms
- 5—Matching grants, gifts from individuals, coordination with similar groups

Arts support other than contributions: In kind services and technical assistance, \$n/a

Koehring Company
P.O. Box 312
Milwaukee, WI 53201

Foundation/Trust:
Koehring Foundation

Contributions contact: James Moore, Vice President, Industrial Relations

Phone: (414) 784-5800

Information year: 19

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Spring
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: 3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, performing arts, public TV/radio, visual arts/crafts

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, management capability, board of directors
- 2—Publicity value, artistic merit
- 3—Employee involvement
- 5—Support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Kohler Company
Kohler, WI 53044

Foundation/Trust:
Kohler Foundation, Inc.

Contributions contact: John M. Kohler, Jr., Vice President, Corporate Communication

Phone: (414) 457-4441 x7120

Information year: 1981

Total contributions-all categories: \$280,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 99%; plant locations, 1%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: January
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions:
8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video

Recent examples of arts contributions recipients: John Michael Kohler Arts Center, Artists-in-Residence Program at Kohler Company, Sponsored student trips to the Milwaukee Symphony, Milwaukee Public Museum, Local public television station

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications
- 2—Artistic merit, management capability
- 3—Size of audience, coordination with similar groups
- 4—Publicity value, matching grants, support by foundations/government, board of directors
- 5—Support by other firms, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$10,000

Koppers Company, Inc. Pittsburgh, PA

Foundation/Trust:
Koppers Company Foundation
2322 Koppers Building
Pittsburgh, PA 15219

Contributions contact: Ruth Fauman Fichman, Supervisor, Foundation

Phone: (412) 227-2755

Information year: 1981

Total contributions-all categories: \$1,810,209

Arts & culture: Total contributions, \$215,770; largest contribution, \$20,000; number of contributions, 46

Health & welfare: Total contributions, \$270,387; largest contribution, \$8,000; number of contributions, 65

Education: Total contributions, \$758,734; largest contribution, \$35,000; number of contributions, 98

Civic: Total contributions, \$120,000; largest contribution, \$11,000; number of contributions, 36

Other: Total contributions, \$445,318 (Federated campaign); number of contributions, 108

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 68%; plant locations, 31%; sales locations, 1%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: By October
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
10-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Carnegie Institute, Baltimore Museum of Art, Pittsburgh Dance Council, WQFD (Public Television), Baltimore Symphony Orchestra

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, matching grants, gifts from individuals, coordination with similar groups
- 2—Support by other firms, support by foundations/government, size of audience, quality of applications, artistic merit, management capability
- 3—Publicity value, board of directors

The Kroger Company
1014 Vine Street
Cincinnati, OH 45201

Foundation/Trust:
The Kroger Companies
Charitable Trust

Contributions contact: James D. McIntire,
Secretary

Phone: (513) 762-4440

Information year: 1981

Total contributions-all categories: \$1,126,273

Arts & culture: Total contributions, \$58,846; largest contribution, \$24,500; number of contributions, 21

Health & welfare: Total contributions, \$222,303; largest contribution, \$96,700; number of contributions, 51

Education: Total contributions, \$166,833; largest contribution, \$30,000; number of contributions, 53

Civic: Total contributions, \$137,807; largest contribution, \$25,000; number of contributions, 55

Other: Total contributions, \$36,594; number of contributions, 25

Geographic areas encompassed by arts contributions: Home office, 60%; plant locations, 40%

Non-home office contributions decisions:
Home, Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter
Weeks required for full review and decisions:
6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, symphony/chamber orchestra

Recent examples of arts contributions recipients: Cincinnati Fine Arts Fund, Columbus Ballet Metropolitan, Cincinnati Symphony, Columbus Symphony, Toledo Museum of Art

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, artistic merit
- 3—Publicity value, management capability
- 4—Board of directors
- 5—Support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups

The LTV Corporation
P.O. Box 225003
Dallas, TX 75265

Contributions contact: L.E. Flanagan, Director,
Public Affairs

Phone: (214) 746-7728

Information year: 1981

Total contributions-all categories: \$600,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Early in the year

Written guidelines available: No

Requirements for applications: Narrative/letter,
board list, contributors list

Weeks required for full review and decisions:
6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Dallas Symphony Orchestra, Dallas Museum of Fine Arts, Dallas Ballet, Dallas Opera

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Impact on local community, employee involvement, management capability, board of directors
- 2—Geographical location, size of audience
- 3—Publicity value, support by other firms, quality of applications, coordination with similar groups, artistic merit
- 4—Matching grants
- 5—Support by foundations/government, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

Laclede Gas Company
St. Louis, MO

Foundation/Trust:
Laclede Gas Charitable Trust
720 Olive Street
St. Louis, MO 63101

Contributions contact: David L. Gardner,
Trustee

Phone: (314) 342-0506

Information year: 1981

Total contributions-all categories: \$308,000

Arts & culture: Total contributions, \$57,700;
largest contribution, \$21,000

Health & welfare: Total contributions,
\$179,800; largest contribution, \$105,000

Education: Total contributions, \$61,700; largest
contribution, \$25,000

Civic: Total contributions, \$1,700; largest
contribution, \$1,500

Other: Total contributions, \$7,100; largest contribution, \$2,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 10

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: St. Louis Symphony, Arts and Education Fund, Laumeier Sculpture Park, Repertory Theatre of St. Louis, St. Louis Ensemble

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Geographical location, support by other firms, artistic merit, management capability, board of directors
- 3—Impact on local community, employee involvement, support by foundations/government, quality of applications
- 4—Publicity value, matching grants, size of audience, gifts from individuals, coordination with similar groups

La Grange State Bank

14 South La Grange Road
La Grange, IL 60525

Contributions contact: Frank Walsh, Vice President, Marketing

Phone: (312) 579-4440

Information year: 1981

Total contributions-all categories: \$3,000-\$4,000

Arts & culture: Total contributions, \$700; largest contribution, \$375

Health & welfare: Total contributions, \$500

Education: Total contributions, \$200

Civic: Total contributions, \$300

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: No

Annual report planned: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 1

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Western Spring Theater, LaGrange Classical Orchestra

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Impact on local community, quality of applications, artistic merit
- 2—Publicity value, support by other firms, gifts from individuals, management capability
- 3—Geographical location, employee involvement, board of directors
- 4—Size of audience, coordination with similar groups
- 5—Support by foundations/government

Lake View Trust and Savings Bank

3201 North Ashland Avenue
Chicago, IL 60657

Contributions contact: Robyn Yeend,
Marketing Coordinator

Phone: (312) 525-2180

Information year: 1981

Total contributions-all categories: \$50,000

Arts & culture: Total contributions, \$10,000

Health & welfare: Total contributions,
\$10,000-\$15,000

Education: Total contributions, n/a

Civic: Total contributions, \$10,000-\$15,000

Scope of information: Corporation only

Geographic areas encompassed by arts
contributions: Home office, sales locations,
Chicago area

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement

Weeks required for full review and decisions:
Depends on deadline of the organization

ARTS SUPPORT

Kinds of arts organizations/activities
supported: All types

Recent examples of arts contributions
recipients: community art fairs, museums

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, employee involvement
- 2—Management capability
- 3—Impact on local community, matching grants, support by foundations/government, size of audience, quality of applications, coordination with similar groups, artistic merit
- 4—Gifts from individuals
- 5—Publicity value, support by other firms, board of directors

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

Land O'Lakes, Inc. P.O. Box 116 Minneapolis, MN 55440

Contributions contact: Debra Boyles, Public
Relations Specialist

Phone: (612) 481-2212

Information year: 1981

Total contributions-all categories: \$92,952

Arts & culture: Total contributions, \$16,677;
largest contribution, \$2,500; number of
contributions, 21; number of requests, 65

Health & welfare: Total contributions,
\$47,383; largest contribution, \$7,000; number
of contributions, 46; number of requests, 100

Education: Total contributions, \$13,221; largest
contribution, \$3,200; number of contributions,
25; number of requests, 50

Civic: Total contributions, \$7,121; largest contribution, \$2,000; number of contributions, 20; number of requests, 50

Other: Total contributions, \$8,550

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 10%

Non-home office contributions decisions: Field, Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Children's Theatre, Minnesota Public Radio, Twin Cities Youth Symphonies, Guthrie Theatre, Duck Soup Players

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Employee involvement, size of audience, quality of applications
- 3—Publicity value, support by other firms, coordination with similar groups, board of directors
- 4—Matching grants, support by foundations/government
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$2,000

Landmark Incorporated 35 East Chestnut Street Columbus, OH 43216

Contributions contact: Jane Seger, Manager, Communication Services

Information year: 1981

Total contributions-all categories: \$14,000

Arts & culture: Total contributions, none

Health & welfare: Total contributions, 50%-60%

Education: Total contributions, 30%-40%

Civic: Total contributions, 10%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, majority of giving to state of Ohio

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: June or July

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 3

The Larsen Company
P.O. Box 1127
Green Bay, WI 54305

Foundation/Trust:
The Larsen Company
Foundation Inc.

Contributions contact: James D. Wagner,
Secretary-Treasurer and Administrator,
Foundation

Phone: (414) 435-5301

Information year: 1981

Total contributions-all categories: \$41,000

Arts & culture: Total contributions, \$800;
largest contribution, \$700

Health & welfare: Total contributions,
\$16,200; largest contribution, \$7,800

Education: Total contributions, \$16,000; largest
contribution, \$5,000

Civic: Total contributions, \$8,000; largest
contribution, \$5,000

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, 80%; plant
locations, 20%

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: January-April
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, application form
Weeks required for full review and decisions:
6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Museums, theater,
symphony/chamber orchestra

**Recent examples of arts contributions
recipients:** Green Bay Symphony, Milwaukee
Symphony

Kinds of support normally considered: Capital
projects

Lear Siegler, Inc.
Santa Monica, CA

Foundation/Trust:
Lear Siegler Foundation
P.O. Box 2158
2850 Ocean Park Boulevard
Santa Monica, CA 90406

Contributions contact: John V. German,
Manager

Phone: (213) 452-8852

Information year: 1981

Total contributions-all categories: \$570,000

Arts & culture: Total contributions, \$64,000;
largest contribution, \$12,500; number of
contributions, 37

Health & welfare: Total contributions,
\$308,255; largest contribution, \$20,000;
number of contributions, 165

Education: Total contributions, \$154,450;
largest contribution, \$12,500; number of
contributions, 75

Civic: Total contributions, \$43,545; largest
contribution, \$10,000; number of contributions,
35

Other: Total contributions, \$12,250; largest
contribution, \$4,000; number of contributions,
12

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 50%; plant locations, 40%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 10

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Michigan Performing Arts Center, Los Angeles Music Center, Pasadena Symphony

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Irapact on local community
- 2—Geographical location, employee involvement, size of audience, artistic merit, management capability
- 3—Board of directors
- 4—Matching grants, coordination with similar groups
- 5—Publicity value, support by other firms, support by foundations/government, quality of applications, gifts from individuals

Leesona Corporation
333 Strawberry Field Road
Warwick, RI 02887

Foundation/Trust:
Leesona Charitable Trust

Contributions contact: J. R. Fryer, Corporate Vice President

Phone: (401) 739-7100

Information year: 19

Total contributions-all categories: \$2,000

Arts & culture: ; number of contributions, 1; number of requests, 30-40

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Application deadline: December

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Performing arts

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community**
- 2—Employee involvement, publicity value, size of audience, quality of applications, management capability, board of directors**
- 3—Support by foundations/government, artistic merit**
- 4—Support by other firms, gifts from individuals, coordination with similar groups**
- 5—Matching grants**

Lever Brothers Company
390 Park Avenue
New York, NY 10022

Foundation/Trust:
Lever Brothers Company
Foundation

Contributions contact: Humphrey Sullivan,
Director of Public Affairs

Phone: (212) 688-6000

Information year: 1982

Total contributions-all categories: n/a;
contributions program under review

Requirements for applications: issuing of
guidelines temporarily discontinued

Levi Strauss and Company
P.O. Box 7215
Levi's Plaza, 1155 Battery Street
San Francisco, CA 94120

Foundation/Trust:
Levi Strauss Foundation

Contributions contact: Dr. Ira Hirschfield,
Executive Vice President

Phone: (415) 544-6579

Information year: 1981

Total contributions-all categories: \$4,906,244

Arts & culture: Total contributions, \$76,765;
largest contribution, \$9,912; number of
contributions, 20

Health & welfare: Total contributions,
\$2,090,910

Education: Total contributions, \$834,614

Civic: Total contributions, \$856,086

Other: Total contributions, \$1,047,869

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: National, home office, 33%;
plant locations, 67%

Non-home office contributions decisions:
Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement,
applicants should review foundation guidelines
prior to application

Weeks required for full review and decisions:
8-12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: California Association for A.C.T., Arkansas Arts Center, El Paso Arts Alliance, Brasstown Concert Association (NC), Asociacion de Madres Activas (McAllen, TX)

Kinds of support normally considered: Capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, involvement of community, minorities, youth
- 2—Employee involvement
- 3—Matching grants, size of audience, quality of applications, artistic merit, management capability, board of directors
- 5—Publicity value, support by other firms, support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: corporate art purchases, \$n/a

Libbey-Owens-Ford

P.O. Box 799

811 Madison Avenue

Toledo, OH 43695

Foundation/Trust:

Libbey-Owens-Ford Philanthropic Foundation

Contributions contact: Patricia L. Desmond, Vice President, Corporate Affairs

Phone: (419) 247-3992

Information year: 1981

Total contributions-all categories: \$795,777

Arts & culture: Total contributions, \$55,049; largest contribution, \$25,000; number of contributions, 20

Health & welfare: Total contributions, \$545,064; largest contribution, \$220,000; number of contributions, est. 50

Education: Total contributions, \$107,556; largest contribution, \$16,100; number of contributions, est. 25

Civic: Total contributions, \$37,311; largest contribution, \$10,000; number of contributions, est. 30

Other: Total contributions, \$50,797; largest contribution, \$25,095; number of contributions, est. 35

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list
Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Toledo Museum of Art, Toledo Symphony, Michigan Opera Theater, WGTE (Toledo Public Television)

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, employee involvement
- 2—Impact on local community, artistic merit, management capability
- 3—Publicity value, support by other firms, board of directors
- 4—Size of audience, quality of applications
- 5—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

**The Liberty Corporation
P.O. Box 789
Wade Hampton Boulevard
Greenville, SC 29602**

**Foundation/Trust:
The Liberty Corporation
Foundation**

Contributions contact: Mary-Ann Bunton, Vice President, Foundation

Phone: (803) 268-8235

Information year: 1981

Total contributions-all categories: n/a (priority of giving—education, health & welfare, arts & culture)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Best time to apply: Before November

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Spoleto Festival, symphonies and orchestras

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, size of audience, artistic merit, management capability
- 2—Geographical location, employee involvement, support by other firms, gifts from individuals, coordination with similar groups
- 3—Quality of applications, board of directors
- 4—Publicity value
- 5—Matching grants, support by foundations/government

Arts support other than contributions: In kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1980

**Liberty National Bank &
Trust Company of Louisville**
P.O. Box 32500
416 West Jefferson
Louisville, KY 40232

Foundation/Trust:
**Liberty National Bank & Trust
Company of Louisville
Charitable Trust**

Contributions contact: Ted R. Frith, Executive
Vice President

Phone: (502) 566-2081

Information year: 1981

Total contributions-all categories: \$243,000

Arts & culture: Total contributions, \$122,450;
largest contribution, \$16,000; number of
contributions, 20; number of requests, 32

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Annual report on contributions: No
Annual report planned: No

Best time to apply: Beginning of calendar
year

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
IRS letter

Weeks required for full review and decisions:
8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types, arts centers, arts
councils/united arts funds, community arts,
museums, performing arts, public TV/radio,
visual arts/crafts

**Recent examples of arts contributions
recipients:** Performing Arts Center, Greater
Louisville Fund for the Arts, J. B. Speed Art
Museum

Kinds of support normally considered: General
operating expenses, capital projects,
commissions to artists, corporate art purchases,
special projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

1—Impact on local community

2—Publicity value

3—Support by other firms

4—Artistic merit

5—Size of audience

Arts support other than contributions: Project
support through advertising/public relations,
\$14,000; in kind services and technical
assistance, \$2,000

**Local or national awards received for arts
support:** Business in the Arts Award, 1978, for
Liberty Gallery, support of art; Philip Morris
Community Service Award, 1981, for Liberty
Gallery, national exhibit and related programs;
Kentucky Heritage Commission, 1980, for
publication of Louisville history

**The Liberty National Bank
and Trust Company**
P.O. Box 25848
100 North Broadway
Oklahoma City, OK 73125

Foundation/Trust:
Liberty Foundation, Inc.

Contributions contact: E. Claudine Long,
Senior Vice President

Phone: (405) 231-6148

Information year: 1981

Total contributions-all categories: \$185,512

Arts & culture: Total contributions, \$39,148;
largest contribution, \$14,000; number of
contributions, 16

Health & welfare: Total contributions, \$41,974; largest contribution, \$20,000; number of contributions, 63

Education: Total contributions, \$22,500; largest contribution, \$6,000; number of contributions, 20

Civic: Total contributions, \$72,975 (includes United Way); largest contribution, \$50,000; number of contributions, 29

Other: Total contributions, \$8,915; largest contribution, \$1,000; number of contributions, 23

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 99%; outside Oklahoma City, 1%

Annual report on contributions: No
Annual report planned: No

Application deadline: Within the calendar year

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Oklahoma Theatre Center, Oklahoma Museum of Art, Oklahoma Summer Arts Institute, Oklahoma City Junior Symphony, Oklahoma Ballet

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, management capability
- 2—Quality of applications, board of directors
- 3—Publicity value, support by other firms, matching grants, size of audience, gifts from individuals, coordination with similar groups, artistic merit
- 5—Support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Liberty National Life Insurance Company

P.O. Box 2612
2001 Third Avenue South
Birmingham, AL 35202

Contributions contact: A. Gerow Hodges, Executive Vice President

Phone: (205) 325-2600

Information year: 1981

Total contributions-all categories: \$541,129

Arts & culture: Total contributions, \$38,150; largest contribution, \$25,000; number of contributions, 14

Health & welfare: Total contributions, \$266,269; largest contribution, \$75,000; number of contributions, 190

Education: Total contributions, \$190,671; largest contribution, \$30,000; number of contributions, 42

Civic: Total contributions, \$36,455; largest contribution, \$20,000; number of contributions, 21

Other: Total contributions, \$9,584; largest contribution, \$5,000; number of contributions, 17

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Community arts, literature, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Alabama Symphony, Birmingham Festival of Arts, Greater Birmingham Arts Alliance, Alabama Shakespeare Festival, Birmingham Creative Dance Group

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications
- 2—Management capability
- 3—Employee involvement, publicity value, support by other firms, artistic merit
- 5—Matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, board of directors

Life Investors Incorporated

4333 Edgewood Road NE
Cedar Rapids, IA 52499

Contributions contact: Thomas Thompson,
Vice President, Public Relations

Phone: (319) 398-8511

Information year: 1982

Total contributions-all categories: n/a; giving emphasis in education

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions:
Home

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form
Weeks required for full review and decisions:
1

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, performing arts, public TV/radio, theater, symphony/chamber orchestra

Recent examples of arts contributions

recipients: Cedar Rapids Arts Center, Cedar Rapids Symphony, Cedar Rapids School for the Performing Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, quality of applications
- 2—Employee involvement
- 3—Impact on local community, artistic merit
- 4—Publicity value
- 5—Matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

Lifemark Corporation

P.O. Box 3448
Houston, TX 77001

Contributions contact: Robert W. Carithers,
Vice President, Public Affairs

Phone: (713) 235-0473

Information year: 1981

Total contributions-all categories: \$31,552

Arts & culture: Total contributions, \$3,250; largest contribution, \$1,000; number of contributions, 4

Health & welfare: Total contributions, \$15,452; largest contribution, \$4,157; number of contributions, 16

Education: Total contributions, \$10,750; largest contribution, \$5,000; number of contributions, 9

Civic: Total contributions, \$2,100; largest contribution, \$600; number of contributions, 5

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Application deadline: September 30

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Houston Museum of Fine Arts, Houston Museum of Natural Science, Houston Ballet Foundation, Combined Arts Corporate Campaign, Houston Grand Opera

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Publicity value, matching grants, support by foundations/government, artistic merit, management capability
- 3—Employee involvement, support by other firms, size of audience, gifts from individuals, coordination with similar groups
- 4—Quality of applications, board of directors

Liggett Group Inc.

100 Paragon Drive
Montvale, NJ 07645

Contributions contact: Dan Provost, Vice President, Public Affairs

Phone: (201) 573-4200

Information year: 1980

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 4-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: WNET (Public Television), Lincoln Center, New York City Ballet Guild, Durham Arts Council, Harlem School of the Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts (to public television only)

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Impact on local community, employee involvement, matching grants, quality of applications
- 2—Geographical location, publicity value, support by other firms, size of audience, artistic merit, management capability, board of directors
- 3—Support by foundations/government, gifts from individuals
- 4—Coordination with similar groups

Eli Lilly and Company
307 East McCarty Street
Indianapolis, IN

Foundation/Trust:
Eli Lilly and Company
Foundation
307 East McCarty Street
Indianapolis, IN 46285

Contributions contact: Priscilla M. Gerde,
Department Head, Community Relations and
Contributions

Phone: (317) 261-2489

Information year: 1981

Total contributions-all categories: \$1,279,258

Arts & culture: Total contributions, \$156,033;
largest contribution, \$30,000; number of
contributions, 22; number of requests, est.
3,000

Scope of information: Foundation only

Geographic areas encompassed by arts
contributions: National, 25%; home office,
55%; plant locations, 19%; sales locations, 1%

Non-home office contributions decisions:
Home, Field, Home and field jointly

Annual report on contributions: Yes

Best time to apply: Early in calendar year

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
6-10

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, museums, national
organizations, performing arts, public
TV/radio, theater, symphony/chamber
orchestra, dance, opera

Recent examples of arts contributions

recipients: Indianapolis Museum of Art,
Indiana Repertory Theatre, Festival Music
Society, Indianapolis Symphony Orchestra, The
Children's Museum

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local
community, coordination with similar
groups
- 2—Support by other firms, size of audience,
quality of applications, artistic merit,
management capability, board of directors
- 3—Employee involvement, support by
foundations/government, gifts from
individuals
- 4—Matching grants
- 5—Publicity value

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

**Lincoln Mutual Savings
Bank**
West 818 Riverside
Spokane, WA 99201

Contributions contact: Frank R. Schoonover,
Advertising and Community Involvement
Coordinator

Phone: (509) 838-3101 x209

Information year: 1981

Total contributions-all categories: \$23,871

Arts & culture: Total contributions, \$2,738;
largest contribution, \$1,000; number of
contributions, 10

Health & welfare: Total contributions,
\$12,678; largest contribution, \$5,251; number
of contributions, 44

Education: Total contributions, \$5,280; largest
contribution, \$2,500; number of contributions,
12

Civic: Total contributions, \$2,349; largest
contribution, \$1,000; number of contributions,
10

Other: Total contributions, \$826; largest
contribution, \$500; number of contributions, 6

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 71%; sales
locations, 29%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Prior to October 1

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement

Weeks required for full review and decisions:

Decisions made in December

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, visual
arts/crafts, theater, symphony/chamber
orchestra, dance, film/video, opera

**Recent examples of arts contributions
recipients:** Corporate Council for the Arts,
Junior Symphony performances, Symphony
Society, Greater Spokane Music Festival, ballet
performances

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Management capability
- 2—Coordination with similar groups
- 3—Size of audience, quality of applications,
board of directors
- 4—Geographical location, impact on local
community, publicity value, support by
other firms, matching grants, gifts from
individuals, artistic merit
- 5—Employee involvement, support by
foundations/government

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

The Lincoln National Life Insurance Company

P.O. Box 1110
1300 South Clinton Street
Fort Wayne, IN 46801

Foundation/Trust:
The Lincoln National Life Foundation

Contributions contact: Marilyn A. Vachon,
Assistant Vice President, Secretary and
Assistant Treasurer

Phone: (219) 424-3271

Information year: 1981

Total contributions-all categories: \$1,103,000

Arts & culture: Total contributions, \$320,000;
largest contribution, \$150,000; number of
contributions, 19

Health & welfare: Total contributions,
\$247,000; largest contribution, \$120,000;
number of contributions, 32

Education: Total contributions, \$316,000;
largest contribution, \$60,000; number of
contributions, 36

Civic: Total contributions, \$85,000; largest
contribution, \$5,500; number of contributions,
39

Other: Total contributions, \$135,000

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement
Weeks required for full review and decisions:
6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio,
symphony/chamber orchestra, opera

**Recent examples of arts contributions
recipients:** Fort Wayne Fine Arts Foundation,
Fort Wayne Historical Projects, Fort Wayne
Museum of Art

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, management capability
- 2—Support by other firms, size of audience
- 3—Employee involvement, matching grants,
quality of applications, coordination with
similar groups, board of directors
- 4—Publicity value, gifts from individuals,
artistic merit
- 5—Support by foundations/government

Arts support other than contributions: In kind
services and technical assistance, \$n/a;
interest-free loans, \$n/a

**Arthur D. Little, Inc.
Cambridge, MA**

Foundation/Trust:
The Arthur D. Little Foundation
25 Acorn Park
Cambridge, MA 02140

Contributions contact: Standish Bradford, Jr.,
Secretary for the Trustees

Phone: (617) 864-5770

Information year: 1981

Total contributions-all categories: \$447,448

Arts & culture: Total contributions, \$23,000; largest contribution, \$8,000

Health & welfare: Total contributions, \$119,500; largest contribution, \$50,000

Education: Total contributions, \$155,000; largest contribution, \$50,000

Civic: Total contributions, \$91,158; largest contribution, \$24,000

Other: Total contributions, \$49,790

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, branch offices
Written guidelines available: Yes

Requirements for applications: Narrative/letter, board list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Only those with strong showing of significant and valuable community impact

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement, support by other firms, support by foundations/government
- 2—Management capability, board of directors

Lockheed Corporation
P.O. Box 551
Burbank, CA 91520

Foundation/Trust:
Lockheed Leadership Fund
(education only)

Contributions contact: Stephen Chaudet,
Director, Public Affairs

Phone: (213) 847-6460

Information year: 1982

Total contributions-all categories: \$1,629,199

Arts & culture: Total contributions, \$151,260

Health & welfare: Total contributions, \$944,775

Education: Total contributions, \$475,474

Civic: Total contributions, \$31,130

Other: Total contributions, \$26,560

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: n/a

ARTS SUPPORT

Kinds of arts organizations/activities supported: Performing arts, public TV/radio

Recent examples of arts contributions recipients: Los Angeles Music Center, KCET (Public Television)

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Artistic merit, management capability
- 3—Employee involvement, publicity value, support by other firms, gifts from individuals, board of directors
- 4—Coordination with similar groups
- 5—Matching grants, support by foundations/government, size of audience, quality of applications

Loctite Corporation
705 North Mountain Road
Newington, CT 06111

Contributions contact: Douglas Whelan,
Comptroller

Phone: (203) 278-1280

Information year: 1981

Total contributions-all categories: \$273,650

Arts & culture: Total contributions, \$25,800;
largest contribution, \$8,000; number of
contributions, 19; number of requests, 31

**Geographic areas encompassed by arts
contributions:** Home office, 85%; plant
locations, 15%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, board list, contributors list
Weeks required for full review and decisions:
8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts

**Recent examples of arts contributions
recipients:** arts council, symphonies,
architecture conservancy, art museums,
historical houses

Kinds of support normally considered: General
operating expenses, capital projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement,
support by other firms
 - 2—Matching grants support by
foundations/government, gifts from
individuals, coordination with similar
groups, management capability
 - 3—Size of audience, quality of applications,
artistic merit, board of directors
 - 5—Publicity value
-
-

Lone Star Industries, Inc.
One Greenwich Place
Greenwich, CT 06830

Contributions contact: Fred Phyllis, Director,
Corporate Relations

Phone: (203) 661-3100

Information year: 19

Total contributions-all categories: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

Kinds of support normally considered: Capital
projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit, management capability
- 2—Matching grants, support by foundations/government, quality of applications, coordination with similar groups
- 3—Size of audience
- 4—Support by other firms, gifts from individuals, board of directors

Long Island Lighting Company **Mineola, NY**

Foundation/Trust:
LILCO Charitable Trust
250 Old Country Road
Mineola, NY 11501

Contributions contact: Kenneth A. Hutcheson,
Secretary

Phone: (516) 228-2081

Information year: 1981

Total contributions-all categories: \$405,300

Arts & culture: Total contributions, none

Health & welfare: Total contributions,
\$320,600; largest contribution, \$250,000;
number of contributions, 30

Education: Total contributions, \$84,700; largest
contribution, \$18,000; number of contributions,
23

Scope of information: Foundation only

Geographic areas encompassed by arts
contributions: Sales locations, 100%

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Prior to each October
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget

Weeks required for full review and decisions:
8

Lukens, Inc. **Coatesville, PA**

Foundation/Trust:
The Lukens Steel Foundation
50 South First Avenue
Coatesville, PA 19320

Contributions contact: Charles L. Huston III,
Secretary-Administrator, Foundation

Phone: (215) 383-2158

Information year: 1981

Total contributions-all categories: \$200,065

Arts & culture: Total contributions, \$2,500;
largest contribution, \$2,500; number of
contributions, 1

Health & welfare: Total contributions,
\$105,200; largest contribution, \$60,000;
number of contributions, 15

Education: Total contributions, \$63,015; largest
contribution, \$6,000; number of contributions,
7

Other: Total contributions, \$29,350; number of
contributions, 10

Scope of information: Foundation only

Geographic areas encompassed by arts
contributions: Home office, 100%

Annual report on contributions: No
Annual report planned: No

Best time to apply: October
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Academy of Vocal Arts, WHYY, Inc., Philadelphia Museum of Art

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Support by other firms, quality of applications, artistic merit, management capability, board of directors
- 3—Support by foundations/government, gifts from individuals
- 4—Matching grants, coordination with similar groups
- 5—Publicity value, size of audience

Arts support other than contributions: Project support through advertising/public relations, \$250

Education: Total contributions, \$111,100; largest contribution, \$15,500; number of contributions, 24

Civic: Total contributions, \$64,500; largest contribution, \$12,500; number of contributions, 32

Other: Total contributions, \$25,400; largest contribution, \$5,000; number of contributions, 22

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 15%; home office, 70%; plant locations, 15%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, board list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: United Performing Arts Fund, Milwaukee Symphony Orchestra, Milwaukee Ballet Company, Milwaukee Art Museum

Kinds of support normally considered: General operating expenses, capital projects, special projects

MGIC Investment Corporation

P.O. Box 488
MGIC Plaza
Milwaukee, WI 53201

Contributions contact: Robert Solberg,
Corporate Relations Administrator

Phone: (414) 347-6729

Information year: 1981

Total contributions-all categories: \$456,000

Arts & culture: Total contributions, \$92,000; largest contribution, \$19,000; number of contributions, 14

Health & welfare: Total contributions, \$163,000; largest contribution, \$55,750; number of contributions, 40

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, management capability
- 2—Size of audience, quality of applications, coordination with similar groups, artistic merit, board of directors
- 3—Support by other firms, matching grants, support by foundations/government
- 4—Employee involvement, gifts from individuals
- 5—Publicity value

Arts support other than contributions: In kind services and technical assistance, \$16,000

Mallinckrodt, Inc. St. Louis, MO

**Foundation/Trust:
The Mallinckrodt Fund, Inc.
P.O. Box 5840
675 Brown Road
St. Louis, MO 63134**

Contributions contact: Donald M. Davis, Vice President, Investor and Public Relations

Phone: (314) 895-2142

Information year: 1980

Total contributions-all categories: \$475,157

Arts & culture: Total contributions, \$42,600; largest contribution, \$22,600; number of contributions, 5; number of requests, 50

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: November-February

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, symphony/chamber orchestra

Recent examples of arts contributions recipients: Missouri Botanical Garden, St. Louis Symphony, Reinhardt Mural Foundation

Kinds of support normally considered: Capital projects, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, management capability
 - 2—Artistic merit, board of directors
 - 3—Employee involvement, support by other firms, support by foundations/government, coordination with similar groups
 - 5—Publicity value, matching grants, size of audience, quality of applications, gifts from individuals
-

Management Assistance Inc. 560 Lexington Avenue New York, NY 10022

Contributions contact: Marie Martin, Assistant Secretary

Phone: (212) 909-1505

Information year: 1981

Total contributions-all categories: \$47,225

Arts & culture: Total contributions, \$29,450; largest contribution, \$29,000; number of contributions, 2

Health & welfare: Total contributions, \$4,525; largest contribution, \$500; number of contributions, 25

Education: Total contributions, \$2,700; largest contribution, \$1,000; number of contributions, 8

Civic: Total contributions, \$9,200; largest contribution, \$2,500; number of contributions, 24

Other: Total contributions, \$1,350; largest contribution, \$500; number of contributions, 14

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, divisional headquarters

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Local theater company

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, artistic merit, management capability
- 2—Geographical location
- 3—Employee involvement
- 4—Publicity value
- 5—Support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals

Arts support other than contributions: Data processing equipment donated to a performing arts center,

Manufacturers Hanover Trust Company New York, NY

Foundation/Trust:
Manufacturers Hanover Foundation
350 Park Avenue
New York, NY 10022

Contributions contact: Stanley van den Heuvel, Senior Vice President and Secretary, Foundation

Phone: (212) 350-4067

Information year: 1981

Total contributions-all categories: \$1,777,950 (does not include corporate contributions of \$2,185,792)

Arts & culture: Total contributions, \$145,500 (includes civic); largest contribution, \$27,500; number of contributions, 29

Health & welfare: Total contributions, \$117,750; largest contribution, \$20,000; number of contributions, 22

Education: Total contributions, \$415,450 (includes \$192,200 in matching gifts); largest contribution, \$50,000; number of contributions, 28 (not including matching gifts)

Other: Total contributions, \$499,250 (includes \$459,250 for social welfare and \$40,000 for urban affairs); largest contribution, \$412,500 (United Way); number of contributions, 26

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: Yes

Application deadline: By March 1

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, audited statement

Weeks required for full review and decisions:
Decisions made in May.

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Lincoln Center, Business Committee for the Arts, American Museum of Natural History, New York Philharmonic, National Corporate Fund for Dance

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Support by other firms, size of audience
- 3—Management capability
- 5—Employee involvement, publicity value, matching grants, support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups, board of directors

Mark Controls Corporation Evanston, IL

Foundation/Trust:
Mark Controls Foundation
1900 Dempster Street
Evanston, IL 60204

Contributions contact: Maxine Curtis, Vice President, Employee Relations

Phone: (312) 866-8840

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Application deadline: December 1

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:

Applications reviewed in December

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, performing arts, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Lyric Opera of Chicago, Art Institute of Chicago, Chicago Symphony

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 2—Geographical location, impact on local community, quality of applications, artistic merit
- 3—Management capability
- 4—Publicity value
- 5—Employee involvement, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, board of directors

The Marley Company
P.O. Box 2912
5800 Foxridge Drive
Mission, KS 66201

Foundation/Trust:
The Marley Fund

Contributions contact: G. W. Cantrell,
President, The Marley Fund

Phone: (913) 362-1818

Information year: 1982

Total contributions-all categories: \$250,000

Arts & culture: Total contributions, \$8,450;
largest contribution, \$2,000; number of
contributions, 20

Health & welfare: Total contributions,
\$145,570; largest contribution, \$17,500;
number of contributions, 314

Education: Total contributions, \$78,649; largest
contribution, \$4,500; number of contributions,
193

Civic: Total contributions, \$23,691; largest
contribution, \$3,000; number of contributions,
122

Other: Total contributions, \$2,273

**Geographic areas encompassed by arts
contributions:** Home office, 99%; plant
locations, 1%

Non-home office contributions decisions:
Marley Fund Board of Directors

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
4

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, community arts,
performing arts, public TV/radio

**Recent examples of arts contributions
recipients:** Kansas City Artists Coalition,
Kansas City Lyric Opera, Kansas City Ballet,
Starlight Theatre (Kansas City), Louisville
Fund for the Arts

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community
 - 2—Quality of applications, artistic merit,
management capability
 - 4—Employee involvement, board of directors
 - 5—Geographical location, publicity value,
support by other firms, matching grants,
support by foundations/government, size of
audience, gifts from individuals,
coordination with similar groups
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**Marsh and McLennan
Companies, Inc**
1221 Avenue of the Americas
New York, NY 10020

Contributions contact: Cynthia Harmon,
Manager, Public Affairs

Phone: (212) 997-2000

Information year: 1981

Total contributions-all categories: \$275,000

Arts & culture: Total contributions, \$96,000;
largest contribution, \$25,000; number of
contributions, 20

Health & welfare: Total contributions,
\$31,500; largest contribution, \$15,000; number
of contributions, 6

Education: Total contributions, \$87,833; largest
contribution, \$32,863; number of contributions,
14

Civic: Total contributions, \$18,000; largest contribution, \$15,000; number of contributions, 4

Other: Total contributions, \$46,455

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types, prefer to support established organizations

Recent examples of arts contributions recipients: Whitney Museum, Museum of Modern Art, WNET (Public Television), Metropolitan Opera, Joffrey Ballet

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, special projects, matching gifts, volunteer grant programs

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Impact on local community, employee involvement, publicity value, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

5—Geographical location

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Mary Kay Cosmetics, Inc.
8787 Stemmons Freeway
Dallas, TX 75247

Foundation/Trust:

Mary Kay Foundation and Mary Kay Ash Guaranteed Annuity Trust

Contributions contact: Michael Lunceford, Director, Public Affairs

Phone: (214) 630-8787

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, n/a

Health & welfare: Total contributions, n/a

Education: Total contributions, \$21,990

Civic: Total contributions, n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Best time to apply: Quarterly

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Dallas Opera, Dallas Theater Center, New Arts Theater, Shakespeare Festival, Dallas Symphony

Kinds of support normally considered: General operating expenses, capital projects, special projects

Masonite Corporation
29 North Wacker Drive
Chicago, IL 60606

Contributions contact: A.C. Kotlarz, Director, Corporate Giving

Phone: (312) 372-5642

Information year: 1981

Total contributions-all categories: \$250,000

Arts & culture: Total contributions, \$25,000; largest contribution, \$2,500; number of contributions, 40; number of requests, over 100

Health & welfare: Total contributions, \$95,000; largest contribution, \$23,000; number of contributions, 150; number of requests, over 200

Education: Total contributions, \$73,000; largest contribution, \$4,000; number of contributions, 140; number of requests, over 200

Civic: Total contributions, \$18,000; largest contribution, \$1,200; number of contributions, 35; number of requests, over 100

Other: Total contributions, \$39,000; largest contribution, \$5,000; number of contributions, 30; number of requests, over 80

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 5%; home office, 20%; plant locations, 75%

Non-home office contributions decisions: Field

Annual report on contributions: No

Application deadline: June 30

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, contributors list, audited statement
Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Chicago Symphony, Civic Opera, Museum of Science and Industry, public television productions, Chicago Art Institute

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement
- 2—Geographical location, artistic merit, management capability, board of directors
- 3—Support by foundations/government
- 4—Support by other firms, size of audience, coordination with similar groups
- 5—Publicity value, matching grants, quality of applications, gifts from individuals

Arts support other than contributions:
Materials, \$10,000-\$15,000

Mattel, Inc.
Hawthorne, CA

Foundation/Trust:
Mattel Foundation
5150 Rosecrans Avenue
Hawthorne, CA 90250

Contributions contact: Deanna Xavier, Vice President and Administrative Director

Information year: 1982

Total contributions-all categories: \$354,419

Arts & culture: Total contributions, \$17,000; largest contribution, \$10,000; number of contributions, 3

Health & welfare: Total contributions, \$221,877; largest contribution, \$60,000; number of contributions, 18

Education: Total contributions, \$104,032; largest contribution, \$32,500; number of contributions, 66

Civic: Total contributions, \$600; largest contribution, \$600; number of contributions, 1

Other: Total contributions, \$10,910; largest contribution, \$5,000; number of contributions, 8

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Application deadline: February 1, May 1, August 1, November 1
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: hands-on programs for children

Recent examples of arts contributions recipients: Los Angeles Children's Museum, Young Musicians Foundation, Performing Arts Council

Kinds of support normally considered: special projects featuring hands-on involvement for children

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)
1—Geographical location, artistic merit, management capability
2—Impact on local community
3—Size of audience
4—Board of directors
5—Employee involvement, publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

The Maytag Company
403 West Fourth Street North
Newton, IA 50208

Foundation/Trust:
The Maytag Company
Foundation, Inc.

Contributions contact: Betty J. Dickinson,
Executive Director, Foundation

Phone: (515) 792-7000 x8216

Information year: 1979

Total contributions-all categories: \$232,158

Arts & culture: Total contributions, \$43,580; largest contribution, \$19,000; number of contributions, 10

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: Yes
Annual report planned: No

Best time to apply: Early March
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement
Weeks required for full review and decisions: up to 4

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions

recipients: Newton (IA) Center for Performance Building Fund, Jasper County (IA) Historical Society Building Fund, Des Moines Symphony Association, Des Moines Metro Opera, Jasper County Arts Council

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, recommendation of board of Jasper County Arts Coun
- 2—Employee involvement, management capability
- 3—Publicity value, support by other firms, size of audience, quality of applications
- 4—Gifts from individuals
- 5—Matching grants, support by foundations/government, coordination with similar groups, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

McCormick & Company, Inc.

11350 McCormick Road
Hunt Valley, MD 21031

Foundation/Trust: Corporate Charitable Donations Committee

Contributions contact: John W. Felton, Vice President, Corporate Communications

Phone: (301) 667-7305

Information year: 1981

Total contributions—all categories: \$437,000

Arts & culture: Total contributions, \$76,000

Health & welfare: Total contributions, \$266,000 (includes civic)

Education: Total contributions, \$95,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Fall

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts

Recent examples of arts contributions

recipients: Baltimore Museum of Art, Maryland Academy of Science, Lyric Foundation, Baltimore Symphony, Baltimore Opera

Kinds of support normally considered: Capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement
- 3—Support by other firms, management capability, board of directors
- 4—Matching grants, quality of applications
- 5—Publicity value, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, artistic merit

McDermott Incorporated
P.O. Box 60035
New Orleans, LA 70160

Contributions contact: John D. Dupy, Vice President

Phone: (504) 587-5267

Information year: 1981

Total contributions-all categories: \$840,000

Arts & culture: Total contributions, \$15,000

Health & welfare: Total contributions, \$335,000

Education: Total contributions, \$267,000

Civic: Total contributions, \$150,000

Other: Total contributions, \$73,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Best time to apply: Quarterly
Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, national organizations, public TV/radio, symphony/chamber orchestra

Recent examples of arts contributions recipients: New Orleans Museum of Art, WYES (Public Television), New Orleans Symphony

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, publicity value
- 2—Geographical location, size of audience, management capability
- 3—Quality of applications, artistic merit
- 4—Employee involvement, support by other firms
- 5—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

McDonald's Corporation
One McDonald's Plaza
Oak Brook, IL 60521

Contributions contact: Genette Kelley, Program Coordinator

Phone: (312) 887-6594

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 100%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: The Paperbag Players, The Chicago City Ballet

Kinds of support normally considered: Capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, support by foundations/government, size of audience, coordination with similar groups, management capability
- 2—Publicity value
- 3—Geographical location, quality of applications, artistic merit, board of directors
- 4—Support by other firms
- 5—Employee involvement, matching grants, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1980

McGraw-Edison Company
One Continental Towers
1701 Golf Road
Rolling Meadows, IL 60008

Contributions contact: Nancy H. Yde,
Director, Public Affairs

Phone: (312) 981-3800

Information year: 1981

Total contributions-all categories: \$829,091

Arts & culture: Total contributions, \$65,274; largest contribution, \$5,000; number of contributions, 42

Health & welfare: Total contributions, \$81,015; largest contribution, \$10,000; number of contributions, 66

Education: Total contributions, \$241,019; largest contribution, \$13,250; number of contributions, 89

Civic: Total contributions, \$407,081; largest contribution, \$61,000 (United Way); number of contributions, 119

Other: Total contributions, \$34,702; number of requests, 26

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 12%; home office, 46%; plant locations, 42%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: Yes; for 1984

Best time to apply: Before September 15

Requirements for applications: Complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Metropolitan Opera Association, Field Museum of Natural History, Chicago Theatre Group, National Corporate Fund for Dance

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement, support by foundations/government
- 2—Size of audience, management capability
- 3—Impact on local community, support by other firms, artistic merit, board of directors
- 4—Matching grants, quality of applications
- 5—Publicity value, gifts from individuals

McGraw-Hill, Inc.
1221 Avenue of the Americas
New York, NY 10020

Foundation/Trust:
McGraw-Hill Foundation, Inc.

Contributions contact: Ann Hardwick,
Administrator, Corporate Social Responsibility

Phone: (212) 997-6113

Information year: 1981

Total contributions-all categories: \$1,024,371

Arts & culture: Total contributions, \$201,304;
largest contribution, \$16,000

Health & welfare: Total contributions,
\$190,100; largest contribution, \$65,000;
number of contributions, 32

Education: Total contributions, \$554,127
(includes \$323,902 in employee matching
gifts); largest contribution, \$46,975; number of
contributions, \$1,202 (includes \$1,176
matching gifts)

Civic: Total contributions, \$113,000; largest
contribution, \$15,500; number of contributions,
53

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, home office, 80%;
Regional office areas with major employee
concentrations, 20%

Non-home office contributions decisions:
Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
4-6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, national organizations, performing
arts, public TV/radio, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
opera

**Recent examples of arts contributions
recipients:** Colorado Springs
Theatre-Auditorium, Lincoln Center
Consolidated Fund Drive, The American
Museum of Natural History, Chicago Museum
of Science and Industry, National Symphony
Orchestra Association of Washington, D.C.

Kinds of support normally considered: General
operating expenses, special projects, matching
gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Artistic merit
- 2—Geographical location, impact on local
community, employee involvement,
publicity value, support by other firms,
size of audience, management capability
- 3—Matching grants, support by
foundations/government, quality of
applications, coordination with similar
groups, board of directors
- 4—Gifts from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

**Local or national awards received for arts
support:** Encore Award, 1978

McNeil Corporation
666 West Market Street
Akron, OH 44303

Contributions contact: R.A. Heasley, Secretary
and Treasurer

Phone: (216) 434-6000

Information year: 1981

Total contributions-all categories: \$20,000

Health & welfare: Total contributions, \$5,000; number of contributions, 6; number of requests, 10

Education: Total contributions, \$10,000; largest contribution, \$6,500; number of contributions, 2; number of requests, 5

Civic: Total contributions, \$4,000; largest contribution, \$1,000; number of contributions, 8; number of requests, 15

Other: Total contributions, \$1,000; number of contributions, 4; number of requests, 10

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 90%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, board list

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, artistic merit, management capability
- 3—Matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, board of directors
- 4—Publicity value, support by other firms, coordination with similar groups

McQuay-Perfex, Inc.
P.O. Box 9316
5401 Gamble Drive
Minneapolis, MN 55440

Foundation/Trust:
McQuay-Perfex Foundation of
Minnesota, Inc.

Contributions contact: W.H. Robilliard, Vice President and Treasurer

Phone: (612) 553-5010

Information year: 1981

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: October

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 16

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Minnesota Orchestra Association, Youth Symphony, Guthrie Theatre, Walker Art Center

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Management capability
- 2—Geographical location, impact on local community, quality of applications, artistic merit, board of directors
- 3—Size of audience, gifts from individuals
- 4—Employee involvement, publicity value, support by other firms, support by foundations/government, coordination with similar groups
- 5—Matching grants

**The Mead Corporation
Courthouse Plaza Northeast
Dayton, OH 45463**

**Foundation/Trust:
The Mead Corporation
Foundation**

Contributions contact: Ronald F. Budzik,
Director, Corporate Contributions

Phone: (513) 222-6323

Information year: 1981

Total contributions-all categories: \$1,999,876

Arts & culture: Total contributions, \$342,388;
largest contribution, \$136,876; number of
contributions, 54

Health & welfare: Total contributions,
\$608,378; largest contribution, \$95,000;
number of contributions, 299

Education: Total contributions, \$863,991;
largest contribution, \$200,000; number of
contributions, 322

Civic: Total contributions, \$147,618; largest
contribution, \$30,000; number of contributions,
77

Other: Total contributions, \$37,501

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, 65.4%; plant
locations, 34.6%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
6-8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, theater,
symphony/chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Dayton Art Institute, Boston
Symphony Orchestra, William Bonifas Fine
Arts Center Inc. (Escanaba), Fine Arts Fund
(Cincinnati), Atlanta Arts Alliance, Inc.

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community
- 2—Employee involvement, support by other firms, size of audience
- 3—Quality of applications, coordination with similar groups, management capability, board of directors
- 4—Publicity value, matching grants, support by foundations/government, artistic merit
- 5—Gifts from individuals

Medalist Industries Inc.
10218 North Port Washington
Road
Mequon, WI 53092

Contributions contact: Robert L. Van Dinter,
Vice President, Industrial Relations

Phone: (414) 241-8500

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a

Education: Total contributions, none

Civic: Total contributions, n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: last quarter of preceding
year

Written guidelines available: No

Requirements for applications: Narrative/letter,
contributors list, audited statement

Weeks required for full review and decisions:
4

Medtronic, Inc.
P.O. Box 1453
Minneapolis, MN 55440

Foundation/Trust:
The Medtronic Foundation

Contributions contact: Jan Schwarz, Manager,
Foundation

Phone: (612) 574-3038

Information year: 1982

Total contributions-all categories: \$759,784
(includes some corporate money)

Arts & culture: Total contributions, \$103,720
(foundation only, not including \$16,000 for
public television and radio); largest
contribution, \$10,000; number of contributions,
32

**Geographic areas encompassed by arts
contributions:** National, 2%; home office, 91%;
plant locations, 6%; sales locations, 1%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: August-March

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
10.

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** orchestra, theater, film, dance, art
institute

Kinds of support normally considered: General
operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Publicity value, coordination with similar groups, management capability, relation to elderly population
- 3—Support by other firms, support by foundations/government, size of audience, board of directors
- 4—Employee involvement, matching grants, quality of applications
- 5—Gifts from individuals

Medusa Corporation
Lee and Monticello Boulevard
Cleveland Heights, OH 44118

Contributions contact: Frank Haugh, Director, Personnel

Phone: (216) 371-4000

Information year: 1982

Total contributions-all categories: n/a

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a

Education: Total contributions, through matching gifts program

Civic: Total contributions, n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home, with recommendation from field office

Annual report on contributions: No

Annual report planned: No

Requirements for applications: Narrative/letter

Mellon Bank, N.A.
Mellon Square
Pittsburgh, PA 15230

Foundation/Trust:
Mellon Bank Foundation
525 William Penn Place
Pittsburgh, PA 15230

Contributions contact: Sylvia Clark, Secretary, Contributions Committee

Phone: (412) 232-6266

Information year: 1981

Total contributions-all categories: \$1,110,167

Arts & culture: Total contributions, \$109,991; largest contribution, \$20,000; number of contributions, more than 20

Health & welfare: Total contributions, \$582,480; largest contribution, \$378,093 (United Way); number of contributions, more than 41

Education: Total contributions, \$216,187; largest contribution, \$25,000; number of contributions, more than 42

Civic: Total contributions, \$161,188; largest contribution, \$50,000; number of contributions, more than 17

Other: Total contributions, \$40,321

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 89%; sales locations, 9%; gifts to national public policy and economic research organizations, 2%

Non-home office contributions decisions: Home and field jointly, field has discretion up to \$1000

Annual report on contributions: No
Annual report planned: Yes; for 1981

Best time to apply: Spring
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Carnegie Institute, Pittsburgh Symphony Society, Pittsburgh Public Theater, Pittsburgh/Allegheny County Cultural Alliance, Pittsburgh Ballet Theatre

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, publicity value, support by other firms, size of audience, coordination with similar groups, artistic merit, board of directors
- 3—Matching grants, support by foundations/government, gifts from individuals, management capability
- 4—Quality of applications

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Merchants Savings Bank Hampshire Plaza Manchester, NH 03105

Contributions contact: Deborah Neustaetter, Marketing Assistant

Phone: (603) 624-2331

Information year: 1980

Total contributions-all categories: \$92,000

Arts & culture: Total contributions, \$42,000; largest contribution, \$12,000; number of contributions, est. 30

Geographic areas encompassed by arts contributions: Home office, 70%; plant and sales locations 30%; giving is entirely local

Non-home office contributions decisions: Field, Home and field jointly

Annual report on contributions: Yes

Annual report planned: No

Best time to apply: None

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, visual arts/crafts

Recent examples of arts contributions recipients: New Hampshire Artists Association, Currier Gallery, The Art Group, New Hampshire Center for the Performing Arts, Federated Arts of Manchester

Kinds of support normally considered: Capital projects, commissions to artists, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value, support by other firms, size of audience, quality of applications, artistic merit, management capability
- 5—Employee involvement, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1977, Federated Arts of Manchester, Monadnock Paper Mills, 1978, 1980

Merck & Co., Inc.

P.O. Box 2000

Rahway, NJ 07065

Foundation/Trust:

The Merck Company Foundation

Contributions contact: G.M. Winterling,
President, Foundation

Phone: (201) 574-4375

Information year: 1981

Total contributions-all categories: \$4,260,000
(est.)

Arts & culture: Total contributions, \$189,000
(est.)

Health & welfare: Total contributions,
\$801,000

Education: Total contributions, \$2,300,000

Civic: Total contributions, \$95,000

Other: Total contributions, \$836,000

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
16

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Community arts, museums, national
organizations, performing arts, public
TV/radio, visual arts/crafts, theater,
symphony/chamber orchestra, dance, opera

Kinds of support normally considered: Capital
projects, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

1—Geographical location, impact on local
community, employee involvement, size of
audience, quality of applications, artistic
merit, management capability, board of
directors

3—Support by other firms, coordination with
similar groups

5—Matching grants, support by
foundations/government, gifts from
individuals

Metropolitan Life Insurance Company

One Madison Avenue

New York, NY 10010

Foundation/Trust:

Metropolitan Life Foundation

Contributions contact: Sibyl Jacobson,
President, Foundation

Phone: (212) 578-7049

Information year: 1981

Total contributions-all categories: \$4,491,908

Arts & culture: Total contributions, \$486,210;
largest contribution, \$169,040; number of
contributions, 199; number of requests, 550

Health & welfare: Total contributions,
\$1,242,058; largest contribution, \$321,993;
number of contributions, 126; number of
requests, 732

Education: Total contributions, \$881,725; largest contribution, \$80,000; number of contributions, 300 (includes matching gifts); number of requests, 630

Civic: Total contributions, \$818,275; largest contribution, \$100,000; number of contributions, 310; number of requests, 795

Other: Total contributions, \$1,063,640 (United Way)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 60%; home office, 25%; sales locations, 1%; head office locations, 14%

Non-home office contributions decisions: Home, Field, Home and field jointly, depending on the request

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, form 990

Weeks required for full review and decisions: 5-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: 'The Shakespeare Plays' (Public Television series), New York Association of Resident Theatres, National Corporate Fund for Dance, The Dramatists Guild's Young Playwrights Festival, Lincoln Center

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, artistic merit, management capability

2—Impact on local community, publicity value, quality of applications, coordination with similar groups, board of directors

3—Employee involvement, support by other firms, size of audience

4—Support by foundations/government

5—Matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a; arts letter: OPTIONS, \$7,500

Local or national awards received for arts support: Business in the Arts Award, 1978, 1980, Encore Award, 1979

Michigan Bell Telephone Company

**444 Michigan Avenue
Detroit, MI 48226**

Contributions contact: W. Calvin Patterson III, Manager, Contributions

Phone: (313) 223-7216

Information year: 1981

Total contributions-all categories: \$976,625

Arts & culture: Total contributions, \$69,115; largest contribution, \$26,000

Health & welfare: Total contributions, \$44,425; largest contribution, \$6,000

Education: Total contributions, \$184,845; largest contribution, \$25,000

Civic: Total contributions, \$93,205; largest contribution, \$15,000

Other: Total contributions, \$585,035 (United Funds)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: state of Michigan, 100%

Non-home office contributions decisions:
Home

Annual report on contributions: Yes

Best time to apply: Beginning of year

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions:
3-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Detroit Grand Opera Association, Historical Society of Michigan, Music Hall Center for Performing Arts, Michigan Foundation for the Arts, Founders Society

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms, management capability, board of directors
- 2—Matching grants, size of audience, quality of applications, artistic merit
- 3—Employee involvement, coordination with similar groups
- 4—Publicity value, support by foundations/government, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

Michigan General Corporation **8333 Douglas, Suite 1100** **Dallas, TX 75225**

Contributions contact: Dorothy Moore, Vice President

Phone: (214) 369-1500

Information year: 1981

Total contributions-all categories: \$19,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, application form

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 3—Publicity value
- 4—Coordination with similar groups
- 5—Impact on local community

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

**Middlesex Mutual Assurance
Company**
200 Court Street
Middletown, CT 06457

Contributions contact: David E.A. Carson,
President

Phone: (203) 347-4621

Information year: 1981

Total contributions-all categories: \$79,848

Arts & culture: Total contributions, \$15,900;
largest contribution, \$7,500; number of
contributions, 13

Health & welfare: Total contributions,
\$24,075; largest contribution, \$10,000; number
of contributions, 7

Education: Total contributions, \$37,523; largest
contribution, \$25,000; number of contributions,
19

Civic: Total contributions, \$2,350; largest
contribution, \$500; number of contributions, 9

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Non-home office contributions decisions:
Contributions Committee of the Board of
Directors

Annual report on contributions: No
Annual report planned: No

Application deadline: September 1
Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
Decisions made in September

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts councils/united arts funds,
community arts, museums, performing arts,
public TV/radio, theater

**Recent examples of arts contributions
recipients:** Connecticut Public Broadcasting,
Lyman Allyn Museum, Greater Hartford Arts
Council, Middletown Commission on the Arts,
Downtown Cabaret Theatre

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, artistic merit
- 2—Board of directors
- 3—Publicity value, quality of applications,
coordination with similar groups,
management capability
- 4—Employee involvement, support by other
firms
- 5—Matching grants, support by
foundations/government, size of audience,
gifts from individuals

Midland Company
First National Bank Building
Cincinnati, OH 45202

Foundation/Trust:
Midland Company Foundation

Contributions contact: J.R. Labar, Vice
President and Secretary

Phone: (513) 721-3777

Information year: 1982

Total contributions-all categories: n/a

Arts & culture: Total contributions, n/a
(corporation only)

Health & welfare: Total contributions, n/a

Education: Total contributions, n/a (principal
beneficiary of the foundation)

Civic: Total contributions, n/a (primarily
corporation)

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home, field office handles small requests

Annual report on contributions: No

Annual report planned: No

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 2

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, symphony/chamber orchestra

Recent examples of arts contributions recipients: Cincinnati Symphony

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, matching grants
- 3—Support by other firms, size of audience, quality of applications, management capability
- 4—Gifts from individuals
- 5—Publicity value, support by foundations/government, coordination with similar groups, artistic merit

Midland Mutual Life Insurance Company
250 East Broad Street
Columbus, OH 43215

Contributions contact: Richard O. Bennett, Secretary

Phone: (614) 228-2001

Information year: 1981

Total contributions-all categories: \$60,612

Arts & culture: Total contributions, \$5,450; largest contribution, \$1,750; number of contributions, 7

Health & welfare: Total contributions, \$4,350; largest contribution, \$2,500; number of contributions, 7

Education: Total contributions, \$22,387; largest contribution, \$2,300; number of contributions, 18

Civic: Total contributions, \$5,625; largest contribution, \$2,000; number of contributions, 8

Other: Total contributions, \$22,800

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: January-March

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts

Recent examples of arts contributions recipients: Columbus Symphony Orchestra, Ohio Theatre, Columbus Museum of Art, Ballet Metropolitan, Players Theater of Columbus

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Impact on local community, artistic merit, management capability
- 2—Geographical location, quality of applications
- 3—Gifts from individuals, board of directors
- 4—Employee involvement, publicity value, matching grants, support by foundations/government, size of audience
- 5—Support by other firms, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$5,000

Midland-Ross Corporation Cleveland, OH

Foundation/Trust:

Midland-Ross Foundation
20600 Chagrin Boulevard
Cleveland, OH 44122

Contributions contact: Jerome C. Isham, Vice President, Public Relations

Information year: 1981

Total contributions-all categories: \$490,154

Arts & culture: Total contributions, \$20,000

Health & welfare: Total contributions, \$60,750

Education: Total contributions, \$168,117

Civic: Total contributions, \$55,882

Other: Total contributions, \$185,405 (United Fund)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: Yes; for 1982

Best time to apply: Early in the year
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: The Champaign (OH) County Arts Council, Cleveland Opera, Cleveland Orchestra

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, management capability
- 2—Support by other firms, artistic merit
- 3—Employee involvement, publicity value, quality of applications, coordination with similar groups, board of directors
- 4—Matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Millipore Corporation P.O. Box F Bedford, MA 01730

Contributions contact: David B. Lawrence, Vice President

Phone: (617) 275-9200

Information year: 1982

Total contributions-all categories: \$250,000

Arts & culture: Total contributions, none

Health & welfare: Total contributions, \$75,000; largest contribution, \$10,000

Education: Total contributions, \$125,000; largest contribution, \$5,000

Civic: Total contributions, \$50,000; largest contribution, \$1,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 80%; home office, 10%; plant locations, 10%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: Yes; for 1982

Best time to apply: None

Written guidelines available: No

Requirements for applications: n/a

Weeks required for full review and decisions: 10

Minneapolis Star & Tribune Company

**IDS Tower, Sixth Floor
Minneapolis, MN 55402**

**Foundation/Trust:
Minneapolis Star & Tribune
Foundation**

Contributions contact: Jan Schwichtenberg,
Administrative Assistant to the Chairman

Phone: (612) 372-4141

Information year: 1982

Total contributions-all categories: \$1,093,745

Arts & culture: Total contributions, \$252,986; largest contribution, \$50,000; number of contributions, 17; number of requests, est. 50

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: Prior to March 1

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 1-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: Guthrie Theater, Walker Art Center, Twin Cities Public Television, Minnesota Orchestral Association, Minneapolis Society of Fine Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, coordination with similar groups, artistic merit, management capability
- 2—Publicity value, support by other firms, board of directors
- 3—Employee involvement, matching grants, support by foundations/government, quality of applications
- 4—Size of audience
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Local or national awards received for arts support: Greater Minneapolis Chamber of Commerce 5% Club, 1979-81

**Minnesota Mutual Life
Insurance Company**
400 North Robert Street
St. Paul, MN 55101

Foundation/Trust:
**Minnesota Mutual Life
Charitable Trust**

Contributions contact: William J. Smith,
Community Relations Manager

Phone: (612) 298-3501

Information year: 1981

Total contributions-all categories: \$297,927

Arts & culture: Total contributions, \$53,167;
largest contribution, \$10,000; number of
contributions, 14

Health & welfare: Total contributions,
\$153,030; largest contribution, \$76,000;
number of contributions, 27

Education: Total contributions, \$70,341; largest
contribution, \$15,000; number of contributions,
18

Civic: Total contributions, \$15,625; largest
contribution, \$3,500; number of contributions,
22

Other: Total contributions, \$5,764; number of
contributions, 10

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 5%; state of
Minnesota, 95%

Annual report on contributions: No
Annual report planned: Yes; for 1981

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement,
statement of purpose, program, evaluation

Weeks required for full review and decisions:
4-6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts councils/united arts funds,
museums, performing arts, public TV/radio,
theater, symphony/chamber orchestra, opera

**Recent examples of arts contributions
recipients:** United Arts Fund, Minnesota Public
Radio, KTCH (Public Television), Minnesota
Symphony, Guthrie Theater

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement,
coordination with similar groups,
management capability, board of directors,
person making request
- 2—Support by other firms, quality of
applications, artistic merit
- 3—Publicity value, size of audience, gifts from
individuals
- 4—Matching grants, support by
foundations/government

Arts support other than contributions: Project
support through advertising/public relations,
\$15,000

Mirro Corporation
1512 Washington Street
Manitowac, WI 54220

Contributions contact: Al Drobka, General
Manager, Personnel

Information year: 1981

Total contributions-all categories: \$55,000

Arts & culture: Total contributions, none

Health & welfare: Total contributions, \$20,000

Education: Total contributions, \$25,000

Civic: Total contributions, \$5,000

Scope of information: Corporation only
Geographic areas encompassed by arts contributions: National, home office, plant locations
Non-home office contributions decisions: Home
Annual report on contributions: No
Best time to apply: Fall of preceding year
Written guidelines available: No
Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 2

Missouri Public Service Company
10700 East 50 Highway
Kansas City, MO 64138

Contributions contact: James Stephens, Senior Vice President
Phone: (816) 353-5000
Information year: 1982
Total contributions-all categories: n/a
Scope of information: Corporation only
Geographic areas encompassed by arts contributions: Service territory (western Missouri)
Non-home office contributions decisions: Home
Annual report on contributions: No
Annual report planned: No
Best time to apply: Summer
Written guidelines available: No
Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 12-15

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Nelson Gallery of Art
Kinds of support normally considered: General operating expenses, capital projects, special projects
Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)
1—Geographical location, impact on local community, support by other firms, size of audience, quality of applications, artistic merit, management capability, board of directors
3—Employee involvement
5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Mitchell Energy and Development Corporation
P.O. Box 4000
Woodlands, TX 77380

Contributions contact: Minnie Adams, Assistant Vice President
Phone: (713) 363-5500
Information year: 1979
Total contributions-all categories: \$500,000
Arts & culture: Total contributions, \$21,318; largest contribution, \$10,000; number of contributions, 19; number of requests, 38
Geographic areas encompassed by arts contributions: National, 10%; home office, 90%
Non-home office contributions decisions: Home and field jointly
Annual report on contributions: No
Annual report planned: Yes; for 1982
Best time to apply: After February 1
Written guidelines available: Yes
Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list

Weeks required for full review and decisions:
8-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, national organizations, performing arts, public TV/radio

Recent examples of arts contributions recipients: Galveston Historical Foundation, Fine Arts Committee (Washington, D.C.), Houston Museum of Natural Science, Museum of Fine Art, Society for the Performing Arts

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases

- Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)**
- 1—Geographical location, artistic merit, management capability, board of directors
 - 2—Quality of applications, gifts from individuals, coordination with similar groups
 - 3—Impact on local community, employee involvement, support by other firms, support by foundations/government, size of audience
 - 4—Publicity value
 - 5—Matching grants

Mobil Oil Corporation
150 East 42nd Street
New York, NY 10017

Foundation/Trust:
Mobil Foundation, Inc.

Contributions contact: Patricia Colbert,
Assistant Secretary, Foundation

Phone: (212) 883-3895

Information year: 1981

Total contributions-all categories: \$15,380,638

Arts & culture: Total contributions,
\$2,299,112; largest contribution, \$100,000;
number of contributions, 441 (foundation only)

Health & welfare: Total contributions,
\$869,698; largest contribution, \$55,000;
number of contributions, 89

Education: Total contributions, \$7,568,015;
largest contribution, \$700,000; number of
contributions, 655 (foundation only)

Civic: Total contributions, \$1,860,767; largest
contribution, \$125,000; number of
contributions, 202 (foundation only)

Other: Total contributions, \$2,783,046
(includes community funds); number of
contributions, 131 (foundation only)

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations, sales locations

Non-home office contributions decisions: Board
of Directors, Mobil Foundation

Annual report on contributions: Yes

Best time to apply: Early in calendar year
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list,
audited statement

Weeks required for full review and decisions:
6-8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Boston Symphony Orchestra, Dallas
Civic Opera, Virginia Museum, Atlanta Arts
Alliance, Seattle Repertory Theatre

Kinds of support normally considered: Special
projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value, artistic merit, management capability
- 2—Quality of applications
- 3—Employee involvement
- 4—Support by other firms, size of audience, board of directors
- 5—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Local or national awards received for arts support: Encore Award, 1977, Business in the Arts Award, 1968, 1970, 1971, 1974-81

Modine Manufacturing Company

1500 DeKoven Avenue
Racine, WI 53401

Contributions contact: R.M. Gunnerson,
Treasurer

Phone: (414) 636-1288

Information year: 1981

Total contributions-all categories: \$187,000

Arts & culture: Total contributions, \$4,750; largest contribution, \$3,000; number of contributions, 5; number of requests, 19

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 8-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: United Performing Arts Fund (Milwaukee), Museum of Science & Industry (Chicago), Wisconsin History Foundation (Old World, WI), Dogwood Arts Festival (McHenry, IL)

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, support by other firms, quality of applications
- 3—Size of audience, coordination with similar groups, artistic merit, management capability, board of directors
- 4—Publicity value, support by foundations/government, gifts from individuals
- 5—Matching grants

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

**Monroe Auto Equipment
Company
Monroe, MI**

**Foundation/Trust:
Monroe Auto Equipment
Company Foundation
International Drive
Monroe, MI 48161**

Contributions contact: R.W. Bare, Vice
President

Phone: (313) 243-8339

Information year: 1981

Total contributions-all categories: \$82,000

Arts & culture: Total contributions, \$2,000

Health & welfare: Total contributions, \$46,000

Education: Total contributions, \$25,000

Civic: Total contributions, \$9,000

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, 80%; plant
locations, 20%

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Second quarter
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter

Weeks required for full review and decisions:
8-10

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Community arts

**Recent examples of arts contributions
recipients:** Monroe Youth Orchestra

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

1—Geographical location, impact on local
community, employee involvement,
publicity value, management capability,
board of directors

2—Size of audience

3—Support by other firms, quality of
applications

4—Artistic merit

5—Matching grants, support by
foundations/government, gifts from
individuals, coordination with similar
groups

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

**Monsanto Company
St. Louis, MO**

**Foundation/Trust:
Monsanto Fund
800 North Lindbergh Boulevard
(A3NC)
St. Louis, MO 63167**

Contributions contact: W.F. Symes, President

Phone: (314) 694-4391

Information year: 1981

Total contributions-all categories: \$6,303,903

Arts & culture: Total contributions, \$767,180;
largest contribution, \$158,000; number of
contributions, 115

Health & welfare: Total contributions,
\$1,884,890; largest contribution, \$490,000;
number of contributions, 316

Education: Total contributions, \$2,347,253;
largest contribution, \$180,000; number of
contributions, 609

Civic: Total contributions, \$236,300; largest contribution, \$35,000; number of contributions, 79

Other: Total contributions, \$1,068,280; number of contributions, 223

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 60%; plant locations, 25%; sales locations, 5%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: St. Louis Symphony, St. Louis Art Museum, Opera Theatre of St. Louis, Theatre Project Company, Arts for the Handicapped, Inc.

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, matching grants, management capability
- 2—Geographical location, artistic merit
- 3—Publicity value, support by other firms, support by foundations/government, coordination with similar groups
- 4—Size of audience, board of directors
- 5—Quality of applications, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1969, 1978, 1980, 1981

Montgomery Ward & Company, Inc.
Montgomery Ward Plaza
Chicago, IL 60671

Foundation/Trust:
Montgomery Ward Foundation
Montgomery Ward Plaza
20-N
Chicago, IL 60671

Contributions contact: , Administrator,
Montgomery Ward Foundation

Phone: (312) 467-2807

Information year: 1981

Total contributions-all categories: \$2,311,894

Arts & culture: Total contributions, \$52,750; largest contribution, \$5,000; number of contributions, 9

Geographic areas encompassed by arts contributions: Home office, 100%; contributions were increased in 1980 with 65% allocated for home office and 35% for sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Early spring
Written guidelines available: Yes

Requirements for application: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, literature, museums, performing arts, opera

Recent examples of arts contributions

recipients: The Art Institute of Chicago, Chicago Symphony, Ravinia Festival, Chicago Lyric Opera

Kinds of support normally considered: General operating expenses, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Publicity value, support by other firms, matching grants, size of audience, quality of applications, management capability
- 3—Support by foundations/government
- 4—Employee involvement, board of directors
- 5—Gifts from individuals, coordination with similar groups

**Morgan Guaranty Trust
Company of New York
23 Wall Street
New York, NY 10015**

Foundation/Trust:

**Morgan Guaranty Trust
Company of New York
Charitable Trust**

Contributions contact: Jeanne Erwin Parks,
Vice President

Phone: (212) 483-2090

Information year: 1981

Total contributions-all categories: \$3,676,151

Arts & culture: Total contributions, \$556,375;
largest contribution, \$100,000; number of
contributions, 85

Health & welfare: Total contributions,
\$978,324; largest contribution, \$150,000;
number of contributions, 27

Education: Total contributions, \$1,078,370;
largest contribution, \$50,000; number of
contributions, 65

Civic: Total contributions, \$750,900; largest
contribution, \$30,000; number of contributions,
79

Other: Total contributions, \$166,500

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Non-home office contributions decisions:
Home

Annual report on contributions: Yes

Best time to apply: Early in the year

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united
arts funds, community arts, literature,
museums, performing arts, public TV/radio,
visual arts/crafts, theater, symphony/chamber
orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Ensemble Studio Theatre, School of
American Ballet, Brooklyn Academy of Music,
Institute for Art and Urban Resources, Dance
Theater Workshop

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Quality of applications, artistic merit, management capability
- 2—Geographical location, employee involvement, board of directors
- 3—Impact on local community, size of audience, coordination with similar groups
- 4—Support by foundations/government
- 5—Publicity value, support by other firms, matching grants, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

Local or national awards received for arts support: Encore Arts Award, 1974, Business in the Arts Award, 1982

Morton Norwich Products, Inc.

**110 North Wacker Drive
Chicago, IL 60606**

Contributions contact: Richard C. Kyroutac, Director of Public Affairs

Phone: (312) 621-5200

Information year: 1981

Total contributions-all categories: \$469,000

Arts & culture: Total contributions, \$35,000; largest contribution, \$5,000

Health & welfare: Total contributions, \$187,750; largest contribution, \$55,000

Education: Total contributions, \$140,900; largest contribution, \$10,000

Civic: Total contributions, \$92,400; largest contribution, \$5,000

Other: Total contributions, \$12,900

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 100%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: No new programs will be supported for fiscal year 1982

Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, national organizations, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: Art Institute of Chicago, Chicago Symphony Orchestra, Dusable Museum of African-American History, Garden Club of Illinois, Inc., Lyric Opera of Chicago

Kinds of support normally considered: Matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, gifts from individuals
 - 2—Geographical location, management capability, board of directors
 - 3—Quality of applications, coordination with similar groups, artistic merit
 - 5—Publicity value, support by other firms, matching grants, support by foundations/government, size of audience
-

**Motorola Inc.
Schamburg, IL**

**Foundation/Trust:
Motorola Foundation
1303 East Algonquin Road
Schamburg, IL 60196**

Contributions contact: Marilyn J. Doyle, Assistant Director, Foundation

Phone: (312) 576-6200

Information year: 1981

Total contributions-all categories: \$1,146,853

317

Arts & culture: Total contributions, \$54,150; largest contribution, \$5,000; number of contributions, 41; number of requests, 75

Health & welfare: Total contributions, \$469,200; largest contribution, \$105,000; number of contributions, 127

Education: Total contributions, \$569,370; largest contribution, \$35,000; number of contributions, 132 (not including 280 matching gifts)

Civic: Total contributions, \$31,400; largest contribution, \$2,600; number of contributions, 32

Other: Total contributions, \$22,723

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 35%; home office, 35%; plant locations, 30%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: Yes

Best time to apply: January-June

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Art Institute of Chicago, Chicago Theatre Group, Phoenix Symphony, Interlochen Center for the Arts, National Corporate Fund for Dance

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, management capability, board of directors

3—Employee involvement, support by other firms, support by foundations/government, size of audience, quality of applications, coordination with similar groups, artistic merit

5—Publicity value, matching grants, gifts from individuals

Mountain Bell
930 Fifteenth Street
Room 650
Denver, CO 80202

Contributions contact: Jim Smiley, District Manager

Phone: (303) 624-7457

Information year: 1979

Total contributions-all categories: \$854,860

Arts & culture: Total contributions, \$190,803; largest contribution, \$1,800; number of contributions, 13; number of requests, 27

Geographic areas encompassed by arts contributions: Home office, 80%; Southwest, 20%

Non-home office contributions decisions: Home and field jointly

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, contributors list, audited statement

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Denver Symphony, Denver Art Museum, Theatrical Diversions, Central City Opera House

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, support by other firms, quality of applications, coordination with similar groups, board of directors
- 3—Publicity value, support by foundations/government, artistic merit, management capability
- 4—Size of audience
- 5—Geographical location, matching grants, gifts from individuals

Mountaire Corporation

Plaza West Building
Little Rock, AR 72205

Contributions contact: Dee Ann Brennon, Assistant to President

Phone: (501) 664-9380

Information year: 1980

Total contributions-all categories: n/a; no contributions since 1980

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: Early in the year

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Arkansas Arts Center

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, publicity value, quality of applications, artistic merit, management capability
- 3—Matching grants, size of audience, gifts from individuals, coordination with similar groups, board of directors
- 4—Support by other firms
- 5—Support by foundations/government

Multimedia, Inc.

P.O. Box 1688
Greenville, SC 29602

Foundation/Trust:
Multimedia Foundation

Contributions contact: Donald J. Barhyte, Vice Chairman and Treasurer

Phone: (803) 298-4367

Information year: 1981

Total contributions-all categories: \$55,000

Arts & culture: Total contributions, none

Health & welfare: Total contributions, none

Education: Total contributions, \$40,000; largest contribution, \$20,000; number of contributions, 4; number of requests, 10

Civic: Total contributions, \$10,000; largest contribution, \$10,000; number of contributions, 1; number of requests, 6

Other: Total contributions, \$5,000; largest contribution, \$5,000; number of contributions, 1; number of requests, 1

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: First quarter

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 26

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, theater

Kinds of support normally considered: Capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community

2—Employee involvement, support by other firms, matching grants, support by foundations/government, size of audience, management capability, board of directors

3—Publicity value, quality of applications

4—Gifts from individuals, coordination with similar groups, artistic merit

Arts support other than contributions: Project support through advertising/public relations, \$500; in kind services and technical assistance, \$2,000

Munsingwear, Inc.

P.O. Box 1369

245 Marquette Avenue

Minneapolis, MN 55440

Contributions contact: Raymond F. Good, President and Chief Executive Officer

Phone: (612) 340-8165

Information year: 1981

Total contributions-all categories: \$149,640

Arts & culture: Total contributions, \$30,200; largest contribution, \$8,000; number of contributions, 13; number of requests, 20

Health & welfare: Total contributions, \$57,800; largest contribution, \$33,000

Education: Total contributions, \$23,224; largest contribution, \$6,000

Civic: Total contributions, \$34,076; largest contribution, \$15,000

Other: Total contributions, \$4,340

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Application deadline: October 15

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list

Weeks required for full review and decisions: 2-3

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, performing arts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Hennepin Center for the Arts, Minneapolis Society of Fine Arts, Minnesota Orchestra, Walker Art Center

Kinds of support normally considered: General operating expenses, capital projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, quality of applications, management capability
- 3—Employee involvement, support by other firms, size of audience, gifts from individuals, artistic merit, board of directors
- 4—Matching grants, support by foundations/government, coordination with similar groups
- 5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business/Community 5 Partnership Award, 1981

Mutual Benefit Life Insurance Company
520 Broad Street
Newark, NJ 07101

Foundation/Trust:
Mutual Benefit Life Charitable Trust

Contributions contact: L. T. Goodman,
Director of Public Relations

Phone: (201) 481-8106

Information year: 1981

Total contributions-all categories: \$853,829

Arts & culture: Total contributions, \$62,650

Health & welfare: Total contributions, \$159,126; largest contribution, \$35,000; number of contributions, 20

Education: Total contributions, \$261,585; largest contribution, \$50,000; number of contributions, 44

Civic: Total contributions, \$185,468; largest contribution, \$25,000; number of contributions, 50

Other: Total contributions, \$185,000
(Federated Drives)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No
Annual report planned: No

Application deadline: September 15
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, literature, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Business Arts Foundation of New Jersey, New Jersey Symphony, New Jersey Opera, Ballet, Community Arts Center

Kinds of support normally considered: General operating expenses, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community, support by other firms, artistic merit, management capability, board of directors
- 2—Geographical location, employee involvement, matching grants, quality of applications, gifts from individuals, coordination with similar groups
- 3—Support by foundations/government
- 4—Size of audience
- 5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

NCNB Corporation

P.O. Box 120
Charlotte, NC 28255

Contributions contact: Elizabeth C. Webb,
Public Policy Officer

Phone: (704) 374-8571

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, 26%

Health & welfare: Total contributions, 36%

Education: Total contributions, 32%

Civic: Total contributions, 5%

Other: Total contributions, 1%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, operating locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list

Weeks required for full review and decisions:
Quarterly review

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera, programs to revitalize center cities

Recent examples of arts contributions

recipients: National Trust Main Street Program (NC), Fourth Ward Restoration, NCNB Performance Place at Spirit Square (Charlotte), North Carolina School of the Arts—Roger Stevens Center

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Governor's Business Council on the Arts and Humanities, 1981, Business in the Arts Award, 1978

NCR Corporation

1700 South Patterson Boulevard
Dayton, OH 45479

Foundation/Trust:
The NCR Foundation

Contributions contact: R.F. Beach, Director,
Public Affairs

Phone: (513) 445-2577

Information year: 1981

Total contributions-all categories: \$2,600,000

Arts & culture: Total contributions, \$263,857; largest contribution, \$200,000; number of contributions, 32

Health & welfare: Total contributions, \$692,853

Education: Total contributions, \$898,543

Other: Total contributions, \$742,536 (includes civic)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 50%; home office, 25%; plant locations, 25%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 13-26

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Smithsonian Institution, Dayton Art Institute, Dayton Performing Arts Fund, Kennedy Center, Lincoln Center

Kinds of support normally considered: General operating expenses, capital projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)
1—Geographical location, impact on local community, matching grants, size of audience, artistic merit

NL Industries, Inc. New York, NY

Foundation/Trust:
The NL Industries Foundation, Inc.
1230 Avenue of the Americas
New York, NY 10020

Contributions contact: Ellen F. Carr, Manager

Phone: (212) 621-9420

Information year: 1981

Total contributions-all categories: \$1,218,689

Arts & culture: Total contributions, \$129,825; largest contribution, \$25,000; number of contributions, 70; number of requests, 250

Health & welfare: Total contributions, \$616,128

Education: Total contributions, \$293,391

Civic: Total contributions, \$94,950

Other: Total contributions, \$84,395

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 25%; home office, 50%; plant locations, 20%; sales locations, 5%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: By July
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 8-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Lincoln Center, Museum of Modern Art, American Symphony Orchestra, National Corporate Fund for Dance, WNET (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, size of audience, management capability, board of directors, audited statement
- 2—Impact on local community, publicity value, support by other firms, support by foundations/government, quality of applications, artistic merit
- 3—Employee involvement, gifts from individuals, coordination with similar groups
- 5—Matching grants

Nalco Chemical Company Oak Brook, IL

Foundation/Trust:
The Nalco Foundation
2901 Butterfield Road
Oak Brook, IL 60521

Contributions contact: Rita J. Secor, Vice President and Executive Director, Foundation

Phone: (312) 887-7500

Information year: 1981

Total contributions-all categories: \$1,300,228

Arts & culture: Total contributions, \$149,950; largest contribution, \$40,000; number of contributions, 34

Health & welfare: Total contributions, \$328,205; largest contribution, \$27,000; number of contributions, 53

Education: Total contributions, \$436,300; largest contribution, \$50,000; number of contributions, 71

Civic: Total contributions, \$385,773; largest contribution, \$48,700; number of contributions, 106

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 3%; home office, 95%; plant locations, 2%

Non-home office contributions decisions: Foundation board

Annual report on contributions: Yes

Application deadline: November 1

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 16

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: WTTW (Public Television), Field Museum of Natural History, Museum of Science & Industry, Art Institute of Chicago

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit, management capability, board of directors
- 2—Support by other firms, matching grants
- 3—Support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups
- 5—Publicity value

Nashua Corporation
Nashua, NH

Foundation/Trust:
Nashua Corporation Fund, Inc.
44 Franklin Street
Nashua, NH 03061

Contributions contact: Stephen Melendy,
Manager, Public Business

Phone: (603) 880-2323

Information year: 1981

Total contributions-all categories: \$200,000

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a

Education: Total contributions, n/a

Civic: Total contributions, none

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Application deadline: October 31

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list,
audited statement

Weeks required for full review and decisions:
6-8

Nashville Gas Company
814 Church Street
Nashville, TN 37203

Contributions contact: Leslie B. Enoch, II,
Vice President, General Counsel and Secretary

Phone: (615) 244-7080

Information year: 1981

Total contributions-all categories: \$24,000

Arts & culture: Total contributions, \$1,920

Health & welfare: Total contributions, \$19,200

Education: Total contributions, \$2,160

Civic: Total contributions, \$480

Other: Total contributions, \$240

Annual report on contributions: No

Annual report planned: No

Requirements for applications: Narrative/letter

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums

Recent examples of arts contributions recipients: Nashville Symphony, Cumberland Museum

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

1—Impact on local community, employee involvement

2—Geographical location

3—Publicity value, coordination with similar groups, artistic merit

4—Support by other firms, support by foundations/government, size of audience, gifts from individuals, management capability

5—Matching grants, board of directors

National Bank of Detroit
P.O. Box 116
Detroit, MI 48232

Foundation/Trust:
NBD Charitable Trust

Contributions contact: Dennis E. Kembel,
Assistant Vice President

Phone: (313) 225-2682

Information year: 1981

Total contributions-all categories: \$1,010,032

Arts & culture: Total contributions, \$127,222

Health & welfare: Total contributions, \$537,128

Education: Total contributions, \$234,002

Civic: Total contributions, \$103,530

Other: Total contributions, \$8,250

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 0.8%; home office, 99.2%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Attic Theatre (Detroit), Detroit Concert Bank, Detroit Educational TV Foundation, Detroit Institute of Arts, Detroit Symphony Orchestra

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community

2—Employee involvement, management capability

3—Publicity value, support by other firms, support by foundations/government, size of audience, quality of applications, coordination with similar groups, board of directors

4—Matching grants

5—Gifts from individuals, artistic merit

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

National Can Corporation **8101 West Higgins Road** **Chicago, IL 60631**

Contributions contact: William P. Drewry, Vice President, Planning

Phone: (312) 399-3520

Information year: 1981

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: Home office, 75%; plant locations, 25%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, application form, board list, audited statement

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Museums, performing arts, public TV/radio, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Museum of Science and Industry (Chicago), Chicago Symphony, WTTW (Public Television), Lyric Opera, Chicago Ballet

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location

2—Support by other firms, quality of applications, artistic merit, management capability

3—Impact on local community, employee involvement, matching grants, size of audience

4—Publicity value, coordination with similar groups, board of directors

5—Support by foundations/government, gifts from individuals

National Kinney Corporation 60 Madison Avenue New York, NY 10010

Contributions contact: Andrew J. Frankel,
Chairman

Phone: (212) 683-9191

Information year: 1981

Total contributions-all categories: \$94,100

Arts & culture: Total contributions, \$4,000;
largest contribution, \$2,000; number of
contributions, est. 3

Health & welfare: Total contributions,
\$10,000; largest contribution, \$2,000; number
of contributions, est. 12

Education: Total contributions, \$28,700; largest
contribution, \$10,000; number of contributions,
est. 25

Civic: Total contributions, \$51,400; largest
contribution, \$12,000; number of contributions,
est. 50

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 67%; home office,
33%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:
2

ARTS SUPPORT

Kinds of arts organizations/activities

supported: All types

Recent examples of arts contributions

recipients: Stamford State Opera, Harold
Clurman Theater

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Employee involvement

2—Geographical location, impact on local
community, size of audience, gifts from
individuals, artistic merit, management
capability, board of directors

3—Support by foundations/government,
quality of applications, coordination with
similar groups

4—Publicity value, support by other firms,
matching grants

**National Life & Accident
Insurance Company
National Life Center
Nashville, TN 37250**

Contributions contact: Rubin Smith, Vice President

Phone: (615) 749-1000

Information year: 1981

Total contributions-all categories: \$8,000,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Performing Arts Center (Nashville), The Grand Old Opera Auditorium

Kinds of support normally considered: General operating expenses, commissions to artists, special projects

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

**National Life Insurance
Company
National Life Drive
Montpelier, VT 05602**

**Foundation/Trust:
National Life Charitable Trust**

Contributions contact: Irwin L. Park, Jr., Director of Community Relations

Phone: (802) 229-3648

Information year: 1980

Total contributions-all categories: \$170,700

Arts & culture: Total contributions, \$14,375

Health & welfare: Total contributions, \$49,275

Education: Total contributions, \$58,700

Civic: Total contributions, \$20,731

Other: Total contributions, \$27,625

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: Early fall

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: Normally reviewed annually in December

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: UVM Lane Series, Barre Opera House, Burlington's Flynn Theater

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, quality of applications, management capability
- 3—Size of audience, board of directors
- 4—Publicity value, support by other firms, support by foundations/government
- 5—Matching grants, gifts from individuals, coordination with similar groups, artistic merit

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

National-Standard Company Niles, MI 49129

Foundation/Trust: National-Standard Foundation

Contributions contact: D.G. MacNeill, Vice President

Phone: (616) 683-8100

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: 3 months prior to fiscal year

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: South Bend Symphony, Niles Historical Association, The Arts Center (South Bend)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, employee involvement, coordination with similar groups, artistic merit, management capability
- 3—Matching grants, board of directors
- 4—Publicity value, support by other firms, size of audience
- 5—Support by foundations/government, quality of applications, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Nevada Power Company P.O. Box 230 Las Vegas, NV 89151

Contributions contact: Jan Strobel, Manager of Communications

Phone: (702) 385-5733

Information year: 1980

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: None
Written guidelines available: No
Requirements for applications: n/a

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, public TV/radio

Recent examples of arts contributions recipients: public radio, Allied Arts Council

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Publicity value, size of audience, quality of applications
- 4—Support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

New England Mutual Life Insurance

501 Boylston Street
Boston, MA 02117

Contributions contact: Barbara Blais, Assistant Director of Public Affairs

Phone: (617) 578-2654

Information year: 1981

Total contributions-all categories: \$668,088

Arts & culture: Total contributions, \$74,200; largest contribution, \$10,000; number of contributions, 30; number of requests, est. 100

Health & welfare: Total contributions, \$203,500; largest contribution, \$154,500 (United Way); number of contributions, 11

Education: Total contributions, \$262,263; largest contribution, \$12,500

Civic: Total contributions, \$128,125; largest contribution, \$10,000; number of contributions, 67

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: January-April

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Boston Ballet, Boston Symphony Orchestra, Metropolitan Center

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit, management capability
- 2—Publicity value, support by other firms, quality of applications, coordination with similar groups
- 3—Matching grants, support by foundations/government, size of audience, gifts from individuals, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Boston Ballet Company Award, 1981, for sponsorship of 'Ballet on the Esplanade'

New England Telephone
185 Franklin Street
Room 1601
Boston, MA 02110

Contributions contact: W.F. Oakley, Jr.,
District Manager

Phone: (617) 743-4846

Information year: 1981

Total contributions-all categories: \$1,839,368

Arts & culture: Total contributions, \$154,650;
largest contribution, \$30,000; number of
contributions, 48; number of requests, 75

Health & welfare: Total contributions,
\$1,107,788; largest contribution, \$340,440;
number of contributions, 217; number of
requests, 290

Education: Total contributions, \$418,100;
largest contribution, \$125,000; number of
contributions, 65; number of requests, 80

Civic: Total contributions, \$158,830; largest
contribution, \$10,000; number of contributions,
365; number of requests, 524

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** New England, 100%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: Yes; for 1981

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
audited statement

Weeks required for full review and decisions:
4

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/units
arts funds, museums, performing arts, public
TV/radio, theater, symphony/chamber
orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Boston Symphony Orchestra, New
Bedford Whaling Museum, Business Fund for
the Arts (Springfield, MA), Billerica Library
Building Fund

Kinds of support normally considered: Capital
projects, public school performances

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, support by other
firms, gifts from individuals, coordination
with similar groups, management capability
- 2—Publicity value, support by
foundations/government, artistic merit,
board of directors
- 3—Impact on local community, employee
involvement, quality of applications
- 4—Size of audience
- 5—Matching grants

Arts support other than contributions: Project
support through advertising/public relations,
\$30,000

**New Jersey Bell Telephone
Company**
540 Broad Street
Room 505
Newark, NJ 07101

Contributions contact: M.J. McCardle, Assistant
Secretary

Phone: (201) 649-3132

Information year: 1981

Total contributions-all categories: \$1,281,321

Arts & culture: Total contributions, \$90,285;
largest contribution, \$15,300; number of
contributions, est. 58

Health & welfare: Total contributions, \$797,934; largest contribution, \$311,000

Education: Total contributions, \$393,101; largest contribution, \$25,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: state of New Jersey

Non-home office contributions decisions: Company Contributions Committee and Bell System Contributions Committee

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Business Arts Foundation, New Jersey Shakespeare Festival, Newark Museum, McCarter Theatre, New Jersey Symphony Orchestra

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, matching grants, size of audience, quality of applications, artistic merit, management capability
- 2—Support by other firms, support by foundations/government, coordination with similar groups
- 3—Employee involvement, board of directors
- 4—Geographical location
- 5—Publicity value, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

New Jersey Communications Corporation

144 Market Street
Kenilworth, New Jersey 07033

Contributions contact: Thomas G. Berry, Sr., Chairman, President and Treasurer

Phone: (201) 245-8000

Information year: 1982

Total contributions-all categories: \$5,000

Arts & culture: Total contributions, none

Health & welfare: Total contributions, none

Education: Total contributions, none

Civic: Total contributions, 25%

Other: Total contributions, 75% (political donations)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: state of New Jersey

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Mid-November

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:

3

**New Jersey Manufacturers
Insurance Company**
Sullivan Way, CN00128
West Trenton, NJ 08628

Contributions contact: Vincent E. Hoyer,
President†

Phone: (609) 883-1300

Information year: 19

Total contributions-all categories: \$72,000

Arts & culture: Total contributions, none

Health & welfare: Total contributions,
\$25,000; largest contribution, \$15,000; number
of contributions, 10; number of requests, 12

Education: Total contributions, \$17,500; largest
contribution, \$8,000; number of contributions,
5; number of requests, 7

Civic: Total contributions, \$29,500; largest
contribution, \$25,500; number of contributions,
5; number of requests, 6

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, branch offices

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: First quarter of year

Written guidelines available: No

Requirements for applications: Narrative/letter,
contributors list

Weeks required for full review and decisions:
10

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Giving is entirely local, to
organizations available to and of benefit to
employees

Kinds of support normally considered: General
operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Impact on local community

**2—Geographical location, employee
involvement, size of audience,
management capability**

3—Coordination with similar groups

**New Jersey Natural Gas
Company**
601 Bangs Avenue
Asbury Park, NJ 07712

Contributions contact: Glenn J. Phillips,
Director, Corporate Communications

Phone: (201) 988-2800

Information year: 1981

Total contributions-all categories: \$35,801

Arts & culture: Total contributions, \$3,828

Health & welfare: Total contributions, \$21,203

Education: Total contributions, \$5,293

Civic: Total contributions, \$2,550

Other: Total contributions, \$2,927

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 80%; service areas
in other parts of New Jersey, 20%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:
6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts

Recent examples of arts contributions recipients: Garden State Arts Center, Monmouth County Arts Council

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 4—Employee involvement, support by other firms, size of audience, coordination with similar groups, artistic merit, management capability
- 5—Publicity value, matching grants, support by foundations/government, quality of applications, gifts from individuals, board of directors

New York Life Insurance Company

**51 Madison Avenue
New York, NY 10010**

**Foundation/Trust:
New York Life Foundation**

Contributions contact: Carol Reuter, Executive Director

Phone: (212) 576-7341

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, \$117,500; largest contribution, \$30,000; number of contributions, 32

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 39.6%; home office, 41.7%; sales locations, 18.7%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, annual report

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: National Trust for Historic Preservation, Art Institute of Chicago, Colonial Williamsburg, Atlanta Arts Alliance

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Support by foundations/government, artistic merit
- 3—Support by other firms, size of audience, board of directors
- 4—Employee involvement, matching grants, quality of applications, coordination with similar groups
- 5—Publicity value, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

New York Telephone 1095 Avenue of the Americas New York, NY 10036

Contributions contact: Patricia Fogarty, Director, Corporate Contributions and Subscriptions

Phone: (212) 395-7716

Information year: 1981

Total contributions-all categories: \$3,634,671

Arts & culture: Total contributions, \$420,000; largest contribution, \$100,000 (three-year capital grant); number of contributions, est. 400; number of requests, est. 1,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations, state of New York and Greenwich, CT, 100%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: Yes

Best time to apply: First quarter of the year

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, discussion of programs

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Lincoln Center, Museum of Modern Art, New York Public Library, Syracuse Symphony, American Museum of Natural History

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, coordination with similar groups, management capability, board of directors
- 2—Support by foundations/government, artistic merit
- 3—Support by other firms, quality of applications
- 4—Employee involvement
- 5—Publicity value, matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a; Summer Arts Festival (support of special performing arts tours), \$n/a

The New York Times Company New York, NY 10036

Foundation/Trust:
**The New York Times Company
Foundation, Inc.**
229 West 43rd Street
New York, NY 10036

Contributions contact: Fred M. Hechinger,
President, Foundation

Phone: (212) 556-1091

Information year: 1981

Total contributions-all categories: \$931,947

Arts & culture: Total contributions, \$224,000; largest contribution, \$25,000; number of contributions, 66; number of requests, 600

Health & welfare: Total contributions, none

Education: Total contributions, \$300,947; largest contribution, \$25,000; number of contributions, 46

Civic: Total contributions, \$212,000; largest contribution, \$50,000; number of contributions, 58

Other: Total contributions, \$195,000; largest contribution, \$50,000; number of contributions, 38

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 95%; plant locations, 5%

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Best time to apply: Early in the year

Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Lincoln Center, Museum of Modern Art, New York Committee for Young Audiences, Inc., The Negro Ensemble Company, School of American Ballet

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability
- 2—Size of audience
- 3—Coordination with similar groups
- 4—Employee involvement, support by other firms, support by foundations/government
- 5—Publicity value, board of directors

Arts support other than contributions: corporate benefit ticket purchases, \$n/a

Local or national awards received for arts support: Encore Award, 1979

Newsweek, Inc.

444 Madison Avenue
New York, NY 10022

Contributions contact: Pamela Jones, Associate Manager, Community Affairs

Phone: (212) 350-2173

Information year: 1982

Total contributions-all categories: \$104,403

Arts & culture: Total contributions, \$45,000; largest contribution, \$10,000; number of contributions, 24; number of requests, 70 (to date)

Health & welfare: Total contributions, \$26,665; largest contribution, \$17,500; number of contributions, 10; number of requests, 18

Education: Total contributions, \$19,338; largest contribution, \$1,000; number of contributions, 82 (includes matching gifts)

Civic: Total contributions, \$7,500; largest contribution, \$2,500; number of contributions, 6; number of requests, 15

Other: Total contributions, \$5,900; largest contribution, \$2,500; number of contributions, 5; number of requests, 12

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 15%; home office, 85%; sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: December
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, board list

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Lincoln Center, Studio Museum in Harlem, Circle in the Square, Whitney Museum, Paul Robeson Productions, Inc.

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, publicity value, size of audience, artistic merit
- 2—Geographical location, management capability, board of directors
- 3—Support by other firms, quality of applications, coordination with similar groups
- 5—Matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a; public service advertisements, \$1,000,000

Local or national awards received for arts support: Encore Award, 1981

Northeast Utilities Service Company

P.O. Box 270
Hartford, CT 06101

Contributions contact: Sara S. Ellison, Secretary, Corporate Dues and Contributions Committee

Phone: (203) 666-6911 x3117

Information year: 1982

Total contributions-all categories: \$650,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: primarily company service area

Annual report on contributions: No

Annual report planned: Yes; for 1982

Best time to apply: May 1 of preceding year
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Greater Hartford Arts Council, Young Audiences, Youth Theatre Unlimited

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, coordination with similar groups, artistic merit, management capability
- 2—Quality of applications
- 3—Publicity value, support by other firms, size of audience, board of directors
- 5—Matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

Northern Indiana Public Service Company

5265 Hohman Avenue
Hammond, IN 46320

Contributions contact: J.F. Purcell, Senior Vice President

Phone: (219) 853-5200

Information year: 1981

Total contributions-all categories: \$200,000

Arts & culture: Total contributions, \$7,000

Health & welfare: Total contributions, \$90,000

Education: Total contributions, \$29,000

Civic: Total contributions, \$6,000

Other: Total contributions, \$70,000 (special project)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, contributors list

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Community Center for the Arts (Michigan City, IN), Northwest Indiana Symphony

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications
- 2—Support by other firms, coordination with similar groups, management capability, board of directors
- 3—Employee involvement, publicity value, gifts from individuals, artistic merit
- 4—Matching grants, support by foundations/government
- 5—Size of audience

Northern States Power Company

414 Nicollet Mall
Minneapolis, MN 55401

Contributions contact: Merrill Blaskey, General Manager, Consumer Affairs

Phone: (612) 330-6395

Information year: 1981

Total contributions-all categories: \$1,490,000

Arts & culture: Total contributions, \$124,000; largest contribution, \$10,000; number of contributions, 26; number of requests, 44

Health & welfare: Total contributions, \$865,000; largest contribution, \$196,000; number of contributions, 160; number of requests, 210

Education: Total contributions, \$256,000; largest contribution, \$40,000; number of contributions, 140; number of requests, 160

Civic: Total contributions, \$194,000; largest contribution, \$100,000; number of contributions, 37; number of requests, 60

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Non-home office contributions decisions: Field, Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Early in year

Written guidelines available: No

Requirements for applications: Complete budget, IRS letter, application form, board list, audited statement

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Mixed Blood Theater, Rainbow Children's Theater, Landmark Center

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Management capability
- 3—Support by other firms, size of audience, board of directors
- 4—Quality of applications
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, artistic merit

Arts support other than contributions: In kind services and technical assistance, \$n/a

**The Northern Trust
Company**
50 South La Salle Street
Chicago, IL 60675

Foundation/Trust:
The Northern Trust Company
Charitable Trust

Contributions contact: Marjorie W. Lundy,
Community Affairs Officer

Phone: (312) 444-3538

Information year: 1981

Total contributions-all categories: \$799,134

Arts & culture: Total contributions, \$161,384; largest contribution, \$20,000; number of contributions, 52 (not including employee matching gifts)

Health & welfare: Total contributions, \$361,942 (includes \$212,058 to Crusade of Mercy); largest contribution, \$20,000; number of contributions, 129 (not including employee matching gifts)

Education: Total contributions, \$181,171; largest contribution, \$10,000; number of contributions, 38 (not including employee matching gifts)

Civic: Total contributions, \$89,500; largest contribution, \$25,000; number of contributions, 44

Other: Total contributions, \$5,137; largest contribution, \$3,000; number of contributions, 24

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 97.3%; subsidiary locations, 2.7%

Non-home office contributions decisions: Field (up to \$5,000 total allocation per subsidiary office), Home and Field jointly (if subsidiary wants to exceed its allocation)

Annual report on contributions: Yes

Best time to apply: End of calendar year for hospital requests

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: est. 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: The Art Institute of Chicago, Newberry Library (Chicago), The Orchestral Association (Chicago Symphony), Urban Gateways, DuSable Museum of African-American History

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Employee involvement, size of audience, management capability, board of directors
- 3—Support by other firms, support by foundations/government, quality of applications
- 4—Publicity value, matching grants, coordination with similar groups
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Cultural Distinction Award, 1981

Northwest Bancorporation Minneapolis, MN

Foundation/Trust:

Northwest Bancorporation

Foundation

**1200 Northwestern Bank Building
Minneapolis, MN 55480**

Contributions contact: Peter R. Spokes,
President and Treasurer, Foundation

Phone: (612) 372-8393

Information year: 1981

Total contributions-all categories: \$300,043

Arts & culture: Total contributions, \$55,500

Health & welfare: Total contributions, \$8,300

Education: Total contributions, \$185,100

Civic: Total contributions, \$48,600 (includes conservation and recreation)

Other: Total contributions, \$2,500

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions: Field

Annual report on contributions: No

Application deadline: August 1

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: 8 months

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions

recipients: Minnesota Orchestra, Guthrie Theatre, Walker Art Center, St. Paul-Ramsey Arts and Science Center, KTCA (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, coordination with similar groups, artistic merit, management capability
- 2—Employee involvement, size of audience, board of directors
- 3—Publicity value, gifts from individuals
- 5—Support by other firms, matching grants, support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

**Northwestern Bell Telephone
Company, Inc.**
1314 Douglas on the Mall
Omaha, NE 68102

Contributions contact: Fred Pflug, Assistant
Vice President, Public Affairs

Phone: (402) 633-2781

Information year: 1981

Total contributions-all categories: \$3,292,000

Arts & culture: Total contributions, \$520,700

Health & welfare: Total contributions,
\$1,031,700

Education: Total contributions, \$655,300

Civic: Total contributions, \$571,300

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions: Field

Annual report on contributions: No

Best time to apply: Prior to July of preceding
year

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list

Weeks required for full review and decisions:
6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, performing arts, public TV/radio,
visual arts/crafts, theater, symphony/chamber
orchestra, dance, film/video, opera

**Recent examples of arts contributions
recipients:** Joslyn Art Museum, Guthrie
Theatre, Minnesota Orchestra, Des Moines Art
Center, Iowa Living Farms

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, support by
foundations/government
- 2—Employee involvement, size of audience,
management capability
- 3—Support by other firms, coordination with
similar groups, artistic merit, board of
directors
- 4—Publicity value, matching grants, quality of
applications, gifts from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

**Local or national awards received for arts
support:** Omaha Magazine Corporate Award,
1981

**Northwestern National Bank
of Minneapolis**
7th and Marquette Avenue
Minneapolis, MN 55480

Contributions contact: John Doyle, Social
Policy Officer

Phone: (612) 372-9000

Information year: 1981

Total contributions-all categories: \$1,087,000

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Non-home office contributions decisions:
Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Mixed Blood Theater (MN), Guthrie Theater, Film in the Cities, Walker Arts Center, Minnesota Orchestra

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, artistic merit, management capability
- 2—Employee involvement, support by other firms, size of audience, gifts from individuals, coordination with similar groups, board of directors
- 3—Geographical location, matching grants, support by foundations/government, quality of applications
- 4—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Twin Cities Mayor's Art Award, 1981, Business in the Arts Award, 1981

Northwestern National Bank of St. Paul 55 East Fifth Street St. Paul, MN 55101

Contributions contact: Barbara L. Schmidt, Assistant Vice President

Phone: (612) 291-2245

Information year: 1981

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: city of Saint Paul

Annual report on contributions: No

Annual report planned: No

Best time to apply: Early each quarter

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: St. Paul Arts and Science Council, COMPAS, Minnesota Opera

Kinds of support normally considered: General operating expenses, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community
- 2—Employee involvement, size of audience, artistic merit, management capability
- 3—Quality of applications, coordination with similar groups
- 4—Publicity value, support by other firms, support by foundations/government, board of directors
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a; employee volunteerism, \$n/a

Northwestern National Life Insurance Company **20 Washington Avenue South** **Minneapolis, MN 55440**

Foundation/Trust:
Northwestern National Life Insurance Company Charitable Contributions Trust

Contributions contact: Chris Finsness, Second Vice President, Advertising and Public Relations

Phone: (612) 372-5621

Information year: 1979

Total contributions-all categories: \$270,000

Arts & culture: Total contributions, \$48,700; largest contribution, \$10,000; number of contributions, 25; number of requests, est. 75

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: Prior to August 1

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts

Recent examples of arts contributions recipients: Tyrone Guthrie Endowment Fund, Minnesota Orchestra Association, Walker Art Center, Hennepin Center for the Arts, Minneapolis Society of Fine Arts

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location
- 2—Impact on local community
- 3—Employee involvement, support by other firms, artistic merit, management capability, board of directors
- 4—Coordination with similar groups
- 5—Publicity value, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

**Norton Company
Worcester, MA**

**Foundation/Trust:
The Norton Company
Foundation
1 New Bond Street
Worcester, MA 01606**

Contributions contact: Deborah A. Kaufman,
Manager of Social Investments

Information year: 1981

Total contributions-all categories: \$1,500,000

Arts & culture: Total contributions, \$96,477

Health & welfare: Total contributions,
\$239,600

Education: Total contributions, \$489,019

Civic: Total contributions, \$94,900

Other: Total contributions, \$580,004

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions: Field

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, performing arts, public TV/radio,
visual arts/crafts, theater, symphony/chamber
orchestra, dance, film/video, opera

**Recent examples of arts contributions
recipients:** The New England Foundation for
the Arts, Worcester Art Museum, Mechanics
Hall (Worcester)

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location
- 2—Impact on local community, employee
involvement, support by other firms,
matching grants, quality of applications,
coordination with similar groups, artistic
merit, management capability
- 3—Board of directors
- 4—Publicity value, size of audience
- 5—Support by foundations/government, gifts
from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

**Noxell Corporation
P.O. Box 1799
Baltimore, MD 21203**

**Foundation/Trust:
The Noxell Foundation, Inc.**

Contributions contact: Robert W. Lindsay,
Vice President and Secretary

Phone: (301) 638-4360

Information year: 1981

Total contributions-all categories: \$275,000

Arts & culture: Total contributions, \$63,000;
largest contribution, \$28,000; number of
contributions, 10

Health & welfare: Total contributions,
\$70,000; largest contribution, \$43,000; number
of contributions, 18

Education: Total contributions, \$95,000; largest
contribution, \$12,000; number of contributions,
26

Civic: Total contributions, \$25,000; largest
contribution, \$10,000; number of contributions,
12

Other: Total contributions, \$21,000; number of contributions, 13

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Quarterly
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, literature, museums, performing arts, visual arts/crafts, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Baltimore Symphony Orchestra, Baltimore Museum of Art, Maryland Ballet, Center Stage, Lyric Foundation

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Management capability, board of directors
- 3—Publicity value, size of audience, coordination with similar groups
- 4—Support by other firms, matching grants, quality of applications, gifts from individuals, artistic merit
- 5—Support by foundations/government

Nucor Corporation

4425 Randolph Road
Charlotte, NC 28211

Foundation/Trust:
Nucor Foundation

Contributions contact: John Savage, Manager, Personnel Services

Information year: 1981

Total contributions-all categories: \$150,000

Arts & culture: Total contributions, none

Health & welfare: Total contributions, none

Education: Total contributions, \$150,000; largest contribution, \$1,400; number of contributions, 240

Civic: Total contributions, none

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 100%

Non-home office contributions decisions: Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: scholarship application

Ogilvy & Mather

2 East 48th Street
New York, NY 10017

Contributions contact: Douglas Bruce, Vice President, Management Supervisor

Phone: (212) 907-4190

Information year: 1981

Total contributions-all categories: \$348,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, local offices

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions:
3

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Grey Art Gallery, Museum of Modern Art, Whitney Museum, Lincoln Center, Manhattan Theatre Club

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Impact on local community

2—Geographical location, employee involvement, size of audience, board of directors

3—Support by other firms, artistic merit

4—Publicity value, support by foundations/government

5—Matching grants, gifts from individuals, management capability

Arts support other than contributions: Project support through advertising/public relations, \$100,000; in kind services and technical assistance, \$n/a

Oglebay Norton Company Cleveland, OH

Foundation/Trust:

**Oglebay Norton Foundation
1100 Superior Avenue
Cleveland, OH 44114**

Contributions contact: John Limbocker, Jr., Vice President

Phone: (216) 861-3300

Information year: 1981

Total contributions-all categories: \$267,600

Arts & culture: Total contributions, \$14,000

Health & welfare: Total contributions, \$129,100

Education: Total contributions, \$60,750

Other: Total contributions, \$52,200 (includes \$28,100 in matching gifts)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: January or October

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
26

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: art museum, musical arts, ballet, playhouse

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Employee involvement, quality of applications, artistic merit, management capability
- 2—Geographical location, impact on local community, matching grants, support by foundations/government, board of directors
- 3—Support by other firms, size of audience, coordination with similar groups
- 5—Publicity value, gifts from individuals

Ohio Bell Telephone Company

**100 Erievue Plaza
Cleveland, OH 44114**

Contributions contact: L.C. Gilman, Vice President

Phone: (216) 822-2103

Information year: 1981

Total contributions-all categories: \$1,194,366

Arts & culture: Total contributions, \$72,430; largest contribution, \$15,000; number of contributions, 54

Health & welfare: Total contributions, \$873,168; largest contribution, \$380,000; number of contributions, 85

Education: Total contributions, \$248,768; largest contribution, \$96,100; number of contributions, 62

Civic: Total contributions, n/a; number of contributions, 25

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Ohio-operating territory

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Third quarter

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Cleveland Symphony, Cleveland Playhouse, Association of Performing Arts (Columbus), Museums of Art (Columbus), Cleveland Ballet

Kinds of support normally considered: General operating expenses, capital projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, management capability
- 2—Support by other firms, matching grants, board of directors
- 3—Employee involvement, support by foundations/government, coordination with similar groups, artistic merit
- 4—Publicity value, gifts from individuals
- 5—Size of audience

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Olin Corporation
120 Long Ridge Road
Stamford, CT 06904

Foundation/Trust:
Olin Corporation Charitable
Trust

Contributions contact: Carmella Piacentini,
Administrator, Olin Corporation Charitable
Trust

Phone: (203) 356-3301

Information year: 1981

Total contributions-all categories: \$1,185,128

Arts & culture: Total contributions, 2.9%

Health & welfare: Total contributions, 34.7%

Education: Total contributions, 46.9%

Civic: Total contributions, 10.7%

Other: Total contributions, 4.6%

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: National, plant locations

Non-home office contributions decisions:
depends on size of request

Annual report on contributions: No

Annual report planned: Yes; for 1982

Best time to apply: Fall

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public
TV/radio, visual arts/crafts, theater,
symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: North Carolina School of the Arts,
American Museum of Natural History, Art and
Education Council of Greater St. Louis,
Mobile (AL) Opera Guild, Stamford (CT)
Symphony

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local
community, employee involvement, quality
of applications, artistic merit
- 2—Size of audience
- 3—Publicity value, support by other firms,
management capability
- 4—Coordination with similar groups
- 5—Matching grants, support by
foundations/government, gifts from
individuals, board of directors

Arts support other than contributions: Project
support through advertising/public relations,
\$/a; in kind services and technical assistance,
\$/a

Local or national awards received for arts
support: Business in the Arts Award, 1982, for
"Arts in the Work Place" (New Haven, CT);
Special Commendation from the Louisiana
Governor's office, 1979, for Affiliate Artists
Program in Lake Charles

Olympia Brewing Company
P.O. Box 947
Olympia, WA 98501

Contributions contact: Don M. Lee, Manager,
Communications Services

Phone: (206) 754-5210

Information year: 1979

Total contributions-all categories: \$100,000 (est.)

Arts & culture: Total contributions, \$5,000; largest contribution, \$1,500; number of contributions, 6; number of requests, 15

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 2

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts

Recent examples of arts contributions recipients: Community Music Festival, Community Museum

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications
- 2—Management capability, board of directors
- 3—Publicity value, support by other firms, size of audience, artistic merit
- 4—Matching grants, gifts from individuals, coordination with similar groups
- 5—Support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$5,000

Omark Industries, Inc. **2100 South East Milport Road** **Portland, OR 97222**

Contributions contact: Roger V. Wagner, Director, Corporate Industrial Relations

Phone: (503) 654-6531

Information year: 1980

Total contributions-all categories: \$246,134

Arts & culture: Total contributions, \$16,230; largest contribution, \$5,000; number of contributions, 15

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 10%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list
Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, visual arts/crafts

Recent examples of arts contributions recipients: Portland Art Association, Oregon Museum of Science and Industry, Oregon Arts Foundation, Portland Symphony

Kinds of support normally considered: General operating expenses, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, support by other firms, management capability, board of directors
- 3—Publicity value, coordination with similar groups
- 4—Size of audience
- 5—Support by foundations/government, quality of applications, gifts from individuals, artistic merit

Otter Tail Power Company 215 South Cascade Street Fergus Falls, MN 56537

Contributions contact: Robert M. Bigwood,
Chief Executive Officer

Phone: (218) 736-5411

Information year: 1981

Total contributions-all categories: \$85,107

Arts & culture: Total contributions, \$10,000;
largest contribution, \$4,000

Health & welfare: Total contributions,
\$28,546; largest contribution, \$4,000

Education: Total contributions, \$23,785; largest
contribution, \$5,985

Civic: Total contributions, \$22,776; largest
contribution, \$5,000

Scope of information: Corporation only

Geographic areas encompassed by arts
contributions: Home office, 92%; field offices,
8%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
contributors list

Weeks required for full review and decisions:
1-4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: North Dakota State Historical Society, Otter Tail County Historical Society (building fund), Cross Ranch Project (historical preservation), Prairie Public Television, Lake Region Children's Theater

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, support by other firms, management capability, board of directors
- 3—Publicity value, matching grants, support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups
- 4—Size of audience, artistic merit

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Overhead Door Corporation P.O. Box 400150 6750 LBJ Freeway, One Oaks Plaza, Suite 1200 Dallas, TX 75240

Contributions contact: Paul E. Hannesson,
Senior Vice President, Finance

Phone: (214) 233-6611

Information year: 1980

Total contributions-all categories: n/a

Arts & culture: Total contributions, \$500; largest contribution, \$500; number of contributions, 1; number of requests, 5

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: During first or last quarter

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts

Recent examples of arts contributions recipients: Dallas Symphony Orchestra

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, artistic merit

3—Publicity value

5—Employee involvement, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, management capability, board of directors

PPG Industries, Inc. Pittsburgh, PA

Foundation/Trust:

PPG Industries Foundation

One Gateway Center

Pittsburgh, PA 15222

Contributions contact: David C. Green,
Executive Director, Foundation

Phone: (412) 434-2961

Information year: 1981

Total contributions-all categories: \$2,997,500

Arts & culture: Total contributions, \$191,000; largest contribution, \$40,000; number of contributions, est. 50

Health & welfare: Total contributions, \$142,000; largest contribution, \$25,000; number of contributions, 25

Education: Total contributions, \$842,900; largest contribution, \$75,000; number of contributions, 125

Civic: Total contributions, \$348,000; largest contribution, \$17,500; number of contributions, 50

Other: Total contributions, \$1,473,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 36%; home office, 29%; plant locations, 30%; sales locations, 5%

Non-home office contributions decisions: Field

Annual report on contributions: Yes

Best time to apply: July

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 10

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Carnegie Institute, Fort Pitt Museum, Pittsburgh Symphony, Pittsburgh Ballet, Pittsburgh Opera

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, matching grants, coordination with similar groups
- 2—Quality of applications, artistic merit, management capability, board of directors
- 3—Employee involvement, size of audience
- 4—Publicity value, support by other firms
- 5—Support by foundations/government, gifts from individuals

Paccar Inc.
P.O. Box 1518
Bellevue, WA 98009

Foundation/Trust:
PACCAR Foundation

Contributions contact: E.A. Carpenter, Vice President and Treasurer, Foundation

Phone: (206) 455-7522

Information year: 1981

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions: Home, Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, performing arts

Recent examples of arts contributions recipients: Corporate Council for the Arts (Seattle), Oakland Symphony

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, management capability, board of directors
- 2—Support by other firms, support by foundations/government, size of audience, coordination with similar groups
- 3—Employee involvement, artistic merit
- 4—Publicity value, matching grants, gifts from individuals

Pacific Mutual Life
Insurance Company
P.O. Box 9000
700 Newport Center Drive
Newport Beach, CA 92660

Contributions contact: Thomas S. Santley, Second Vice President, Public Relations

Phone: (714) 640-3014

Information year: 1982

Total contributions-all categories: \$370,000

Arts & culture: Total contributions, \$70,200; largest contribution, \$25,000; number of contributions, 32

Health & welfare: Total contributions, \$136,000; largest contribution, \$71,240; number of contributions, 52

Education: Total contributions, \$107,850; largest contribution, \$6,000; number of contributions, 27

Civic: Total contributions, \$17,200; largest contribution, \$1,500; number of contributions, 25

Other: Total contributions, \$38,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 97%; out-of-area participation (limited), 3%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: August-September
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera, chorale ensembles

Recent examples of arts contributions recipients: Bowers Museum, California Historical Society, KOCE (Public Television), Orange County Business Committee for the Arts, Huntington Library

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, employee involvement, artistic merit, management capability
- 3—Publicity value, support by other firms, quality of applications, coordination with similar groups, board of directors
- 4—Matching grants, support by foundations/government, size of audience
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$3,000; in kind services and technical assistance, \$5,000

**Pacific Northwest Bell
Telephone Company
1600 Bell Plaza—Seventh
Avenue
Room 3211
Seattle, WA 98191**

Contributions contact: E.L. Pfeifer, Vice President, Consumer Affairs and Information

Phone: (206) 345-4220

Information year: 1981

Total contributions-all categories: \$1,393,135

Arts & culture: Total contributions, \$207,480; largest contribution, \$35,000

Health & welfare: Total contributions, \$874,462

Education: Total contributions, \$289,306; largest contribution, \$63,000

Other: Total contributions, \$21,887

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

353

Best time to apply: September
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Pacific Science Center, Seattle Art Museum, Pacific Northwest Ballet, Portland Opera, Corporate Council for the Arts (Seattle)

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms, support by foundations/government, coordination with similar groups
- 2—Employee involvement, publicity value, matching grants, artistic merit, management capability, board of directors
- 3—Size of audience, quality of applications, financial responsibility
- 5—Gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

Pacific Power & Light Company

920 Southwest Sixth Avenue
Portland, OR 97204

Contributions contact: Warne Nunn, Corporate Secretary

Phone: (503) 243-4714

Information year: 1981

Total contributions-all categories: \$616,129

Arts & culture: Total contributions, \$35,287

Health & welfare: Total contributions, \$331,152

Education: Total contributions, \$150,470

Civic: Total contributions, \$58,136

Other: Total contributions, \$41,084

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, contributors list, audited statement, specific amount requested, report on use of previous contribution

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, symphony/chamber orchestra

Recent examples of arts contributions recipients: Oregon High Desert Museum, Oregon Historical Society, Oregon Symphony Association, Portland Art Association

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, matching grants, quality of applications, coordination with similar groups, management capability
- 3—Support by other firms, support by foundations/government, size of audience, gifts from individuals, artistic merit, board of directors
- 4—Publicity value

Pacific Telephone San Francisco, CA 94105

Contributions contact: , Contributions Manager

Phone: (415) 542-4063

Information year: 1981

Total contributions-all categories: \$2,293,676

Arts & culture: Total contributions, \$154,075; largest contribution, \$25,000; number of contributions, 110

Health & welfare: Total contributions, \$1,478,979; largest contribution, \$385,000; number of contributions, 179

Education: Total contributions, \$405,490; largest contribution, \$54,000; number of contributions, 203

Civic: Total contributions, \$255,032; largest contribution, \$21,000; number of contributions, 317

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: California-Nevada, 100%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Application deadline: Quarterly

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions:
12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Museum of Contemporary Art (Los Angeles), San Francisco Symphony Association, San Francisco Ballet Association, Huntington Library, Combined Arts and Education Council of San Diego

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, publicity value, support by other firms, support by foundations/government, size of audience, quality of applications, coordination with similar groups, artistic merit, management capability, board of directors
- 5—Matching grants, gifts from individuals

**Paine, Webber, Jackson &
Curtis Inc.**

**140 Broadway
New York, NY 10005**

Contributions contact: Jeanne Nelson,
Contributions Coordinator

Phone: (212) 437-2980

Information year: 1982

Total contributions-all categories: \$170,000

Arts & culture: Total contributions, \$30,000;
largest contribution, \$6,000; number of
contributions, 10

Health & welfare: Total contributions,
\$20,000; largest contribution, \$5,000; number
of contributions, 12

Education: Total contributions, \$41,000; largest
contribution, \$35,000; number of contributions,
5

Civic: Total contributions, \$50,000; largest
contribution, \$10,000

Other: Total contributions, \$29,000

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 10%; home office,
75%; branch offices, 15%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
8-10

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, visual arts/crafts

**Recent examples of arts contributions
recipients:** American School of Ballet, Museum
of Modern Art, Skohegan School, Museum of
the City of New York, Business Committee
for the Arts

Kinds of support normally considered: General
operating expenses, corporate art purchases,
special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, artistic merit
- 2—Quality of applications, management
capability, board of directors
- 3—Employee involvement, publicity value,
support by other firms, matching grants,
coordination with similar groups
- 4—Support by foundations/government, size
of audience, gifts from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a

**Pan American World
Airways, Inc.
Pan Am Building
New York, NY 10017**

Contributions contact: Richard Barkle,
Director, Public Relations

Phone: (212) 880-1234

Information year: 19

Total contributions-all categories: no cash
contributions

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: WNET (Public Television) Auction, The Acting Company (NY), Metropolitan Museum of Art

Kinds of support normally considered:
Transportation

Arts support other than contributions:
Transportation, \$n/a

Panhandle Eastern Corporation **P.O. Box 1642** **Houston, TX 77251**

Contributions contact: H.E. Schulze, Jr., Vice-President, Administration

Phone: (713) 669-3811

Information year: 1981

Total contributions-all categories: \$1,091,747

Arts & culture: Total contributions, \$137,362; largest contribution, \$37,500; number of contributions, 48

Health & welfare: Total contributions, \$318,204; largest contribution, \$6,500 (not including United Way)

Education: Total contributions, \$474,240; largest contribution, \$35,000; number of contributions, 429

Civic: Total contributions, \$150,196; largest contribution, \$10,000; number of contributions, 145

Other: Total contributions, \$11,718; largest contribution, \$1,000; number of contributions, 15

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, pipeline operating headquarters

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 8-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Houston Grand Opera (co-sponsor for performance), Combined Arts Corporate Campaign (Houston), President Ford Library/Museum Fund, Houston Symphony Society, Kansas City Philharmonic

Kinds of support normally considered: General operating expenses, capital projects, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community
- 2—Employee involvement, management capability
- 3—Support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, artistic merit
- 4—Publicity value, coordination with similar groups, board of directors
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Pantasote Inc.
P.O. Box 1800
Greenwich, CT 06836

Foundation/Trust:
Panwy Foundation

Contributions contact: Ralph M. Wyman,
Treasurer, Foundation

Phone: (203) 661-0400

Information year: 1981

Total contributions-all categories: \$219,670

Arts & culture: Total contributions, \$70,950;
largest contribution, \$37,250; number of
contributions, 48

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
IRS letter, board list, contributors list

Weeks required for full review and decisions:
6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts councils/united arts funds,
community arts, museums, national
organizations, performing arts, public
TV/radio, visual arts/crafts, theater,
symphony/chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Affiliate Artists, American Schools
of Oriental Research, Metropolitan Opera
Guild, WNET (Public Television), Carnegie
Hall Society

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Size of audience, quality of applications,
artistic merit
 - 2—Employee involvement, management
capability
 - 3—Geographical location, impact on local
community, publicity value, coordination
with similar groups, board of directors
 - 5—Support by other firms, matching grants,
support by foundations/government, gifts
from individuals
-

Parisian Stores—Alabama
1101 North 26th Street
Birmingham, AL 35234

Contributions contact: E.C. Hess, Chairman

Phone: (205) 251-1300

Information year: 1981

Total contributions-all categories: \$275,000

Arts & culture: ; largest contribution, \$15,000;
number of contributions, 5; number of
requests, 7

Health & welfare: ; largest contribution, more than \$100,000; number of contributions, 8; number of requests, 12

Education: ; largest contribution, \$50,000; number of contributions, 6; number of requests, 6

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; sales locations, 10%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Alabama Symphony, Alabama Ballet, Children's Theatre

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Geographical location, impact on local community, support by other firms, matching grants, artistic merit, management capability
- 3—Employee involvement, publicity value, size of audience
- 4—Support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups, board of directors

Arts support other than contributions: In kind services and technical assistance, \$50,000

Local or national awards received for arts support: Business in the Arts Award, 1973

Penn Central Corporation

245 Park Avenue

New York, NY 10167

Contributions contact: Keith M. Perkins, Vice President, Public Affairs

Phone: (212) 599-8056

Information year: 1981

Total contributions-all categories: \$200,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Requirements for applications: Narrative/letter, contributors list

Weeks required for full review and decisions: 30

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: museums, orchestras, opera companies, botanical gardens

Kinds of support normally considered: General operating expenses, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Management capability, board of directors
- 3—Publicity value, support by other firms, matching grants, size of audience, quality of applications, artistic merit
- 4—Support by foundations/government, coordination with similar groups

Penn Mutual Life Insurance Company
Independence Square
Philadelphia, PA 19172

Contributions contact: Roseanna M. D'Alessandro, Assistant Vice President and Director of Public Affairs

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 1%; home office, 99%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: Yes; for 1983

Best time to apply: October
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, annual report, newspaper clippings
Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Pennsylvania Ballet, Ford's Theatre, "Basically Bach" Festival, Philadelphia Orchestra, Philadelphia Museum of Art

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, publicity value, support by other firms, support by foundations/government, quality of applications, artistic merit, management capability, board of directors, educational potential
- 2—Matching grants, size of audience, coordination with similar groups
- 3—Gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

J.C. Penney Company, Inc.
1301 Avenue of the Americas
New York, NY 10019

Contributions contact: James C. Schwaninger, Manager, Corporate Contributions and Memberships

Phone: (212) 957-5967

Information year: 1981

Total contributions-all categories: \$5,600,000

Arts & culture: Total contributions, \$280,000-\$300,000

Health & welfare: Total contributions, \$3,360,000

Education: Total contributions, \$840,000

Civic: Total contributions, \$840,000

Other: Total contributions, \$280,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 20%; home office, 3%; retail locations, 77%

Non-home office contributions decisions: Field

Annual report on contributions: Yes

Application deadline: March 15 (National); local varies

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 16

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Lincoln Center, National Corporate Fund for Dance, Circle in the Square, Business Committee for the Arts, Museum of Modern Art

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Impact on local community, support by other firms, size of audience, coordination with similar groups, artistic merit, management capability
- 3—Geographical location, employee involvement, publicity value, quality of applications, board of directors
- 4—Matching grants
- 5—Support by foundations/government, gifts from individuals

Local or national awards received for arts support: Business in the Arts Award, 1978

Pennsylvania Manufacturer's Association Insurance Company Philadelphia, PA

Foundation/Trust:
Pennsylvania Manufacturers Association Foundation
925 Chestnut Street
Philadelphia, PA 19107

Contributions contact: Wister Baisch, Treasurer and Chief Financial Officer and Trustee, Foundation

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, city of Philadelphia, state of Pennsylvania

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None

Requirements for applications: Narrative/letter

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Philadelphia Orchestra, Philadelphia Ballet

Kinds of support normally considered: Corporate art purchases

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, gifts from individuals, artistic merit, management capability, board of directors, status of organization
- 5—Publicity value, support by other firms, support by foundations/government, size of audience, coordination with similar groups

Pennsylvania Power and Light Company

**2 North Ninth Street
Allentown, PA 18101**

Contributions contact: W.F. Owens, Manager,
Administration-Division Operations

Phone: (215) 770-5215

Information year: 1981

Total contributions-all categories: \$536,433

Arts & culture: Total contributions, \$10,400

Health & welfare: Total contributions,
\$313,550

Education: Total contributions, \$198,583

Civic: Total contributions, \$13,875

Other: Total contributions, \$25

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, plant locations,
sales locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: By August 15
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter

Weeks required for full review and decisions:

6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Museums, public TV/radio

Kinds of support normally considered: Capital
projects, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, coordination with similar groups
- 3—Employee involvement, support by other firms, matching grants, quality of applications, management capability, board of directors
- 5—Publicity value, support by foundations/government, gifts from individuals, artistic merit

Pennzoil Company

**P.O. Box 2967
Houston, TX 77001**

Contributions contact: Carolyn S. Garsky,
Manager, Community Relations and
Contributions

Phone: (713) 236-7535

Information year: 1982

Total contributions-all categories: \$2,200,000

Arts & culture: Total contributions, \$218,175;
largest contribution, \$27,500; number of
contributions, 55; number of requests, 300

Health & welfare: Total contributions,
\$834,115; largest contribution, \$333,000;
number of contributions, 149; number of
requests, 400

Education: Total contributions, \$966,228;
largest contribution, \$25,000; number of
contributions, 158; number of requests, 300

Civic: Total contributions, \$124,002; largest
contribution, \$27,500; number of contributions,
78; number of requests, 200

Other: Total contributions, \$57,480; largest contribution, \$2,000; number of contributions, 17; number of requests, 100

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 80%; plant locations, 10%

Non-home office contributions decisions: Field, with input from home office when requested

Annual report on contributions: No

Best time to apply: January-September

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: Minimum of 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Houston Grand Opera, Combined Arts Cultural Campaign (Houston), Venango County Museum, Arizona Sonora Desert Museum, Children's Theatre Festival

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Publicity value, matching grants, management capability
- 3—Support by other firms, artistic merit, board of directors
- 4—Support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Pentair, Inc.

1700 West Highway 36
Suite 400
St. Paul, MN 55113

Contributions contact: Helen Hollstadt, Office Manager

Phone: (612) 636-7920

Information year: 1979

Total contributions-all categories: n/a

Arts & culture: Total contributions, n/a

Health & welfare: Total contributions, \$23,400; largest contribution, \$9,000; number of contributions, 16; number of requests, 30

Education: Total contributions, \$19,800 (includes civic); largest contribution, \$2,500; number of contributions, 37; number of requests, est. 55

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: 12-16

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, public TV/radio, theater, symphony/chamber orchestra, film/video

Recent examples of arts contributions recipients: Walker Art Center, Guthrie Theatre, St. Paul-Ramsey Arts and Science Council, Minneapolis Society of Fine Arts, united arts funds

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 3—Size of audience, quality of applications, coordination with similar groups, artistic merit
- 4—Employee involvement, support by other firms, matching grants, support by foundations/government, gifts from individuals, board of directors
- 5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Peoples Energy Corporation

**122 South Michigan Avenue
Chicago, IL 60603**

Contributions contact: George E. Charles, Manager, Corporate Contributions

Phone: (312) 431-4393

Information year: 1981

Total contributions-all categories: \$671,637

Arts & culture: Total contributions, \$65,000; largest contribution, \$15,000; number of contributions, 16

Health & welfare: Total contributions, \$293,935; largest contribution, \$170,000; number of contributions, 19

Education: Total contributions, \$164,900; largest contribution, \$24,000; number of contributions, 16

Civic: Total contributions, \$140,065; largest contribution, \$13,500; number of contributions, 68

Other: Total contributions, \$7,737; number of contributions, 74

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 97%; plant locations, 3%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: October-January

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Art Institute of Chicago, DuSable Museum of African-American History, Lyric Opera of Chicago, Newberry Library, KUUMBA Workshop

Kinds of support normally considered: General operating expenses, capital projects, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Size of audience, quality of applications
- 3—Support by foundations/government, coordination with similar groups
- 4—Employee involvement, matching grants, board of directors
- 5—Publicity value, support by other firms, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$5,000

PepsiCo, Inc.
Anderson Hill Road
Purchase, NY 10577

Foundation/Trust:
PepsiCo Foundation, Inc.

Contributions contact: Jacqueline R. Millan,
Manager, Corporate Contributions

Phone: (914) 253-3153

Information year: 1981

Total contributions-all categories: \$2,991,971

Arts & culture: Total contributions, \$784,393;
largest contribution, \$507,626; number of
contributions, 100; number of requests, 700

Health & welfare: Total contributions,
\$1,258,300; largest contribution, \$145,000;
number of contributions, 325; number of
requests, 2,000

Education: Total contributions, \$644,802;
largest contribution, \$100,000; number of
contributions, 558 (includes 458 matching
gifts)

Civic: Total contributions, \$208,109; largest
contribution, \$23,000; number of contributions,
100; number of requests, 1,500

Other: Total contributions, \$96,368

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 60%; home office, 7%;
plant locations, 33%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: Yes; for 1982

Best time to apply: Fall
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
audited statement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts councils/united arts funds,
museums, national organizations, performing
arts, public TV/radio, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
opera

**Recent examples of arts contributions
recipients:** Ballet Theatre Foundation, Council
for the Arts in Westchester, Purchase College
Foundation (PepsiCo Summerfare), Fort
Wayne Art Museum, National Symphony
Orchestra Association

Kinds of support normally considered: General
operating expenses, corporate art purchases,
special projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community, artistic merit, management capability
- 2—Geographical location, employee involvement, support by other firms, matching grants, quality of applications
- 3—Publicity value, support by foundations/government, size of audience, coordination with similar groups, board of directors
- 4—Gifts from individuals

**Local or national awards received for arts
support:** Council for the Arts in Westchester,
1971, Fine Arts Award on Gardens and
Sculpture; Business in the Arts Award, 1981

Petrie Stores Corporation
Secaucus, NJ

Foundation/Trust:
Petrie Foundation
70 Enterprise Avenue
Secaucus, NJ 07094

Contributions contact: Milton S. Petrie,
Chairman

Phone: (201) 866-3600

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, sales locations

Non-home office contributions decisions:
Home

Annual report on contributions: Yes

Best time to apply: None

Requirements for applications: Narrative/letter

ARTS SUPPORT

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

1—Quality of applications, artistic merit,
management capability

3—Impact on local community, support by
other firms, matching grants, support by
foundations/government, gifts from
individuals

5—Geographical location, employee
involvement, publicity value

Pfizer, Inc.
235 East 42nd Street
New York, NY 10017

Foundation/Trust:
The Pfizer Foundation

Contributions contact: Mary Beth Erb,
Manager, Corporate Support Programs

Phone: (212) 573-7578

Information year: 1981

Total contributions-all categories: \$2,317,040

Arts & culture: Total contributions, \$204,945;
largest contribution, \$25,000

Health & welfare: Total contributions,
\$472,341; largest contribution, \$25,000

Education: Total contributions, \$806,230;
largest contribution, \$37,500

Civic: Total contributions, \$817,699 (includes
United Way); largest contribution, \$30,000 (not
including United Way)

Other: Total contributions, \$15,825

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts contributions: National, 100%

Non-home office contributions decisions: Field,
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Lincoln Center, National Corporate Fund for Dance, Metropolitan Museum of Art, Corporate Theater Fund, WNET (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Geographical location, impact on local community, employee involvement, coordination with similar groups, artistic merit, management capability
- 3—Support by other firms, matching grants, size of audience, quality of applications, board of directors
- 4—Publicity value, support by foundations/government
- 5—Gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a; Pfizer Matching Gifts Plan, \$n/a

Phelps Dodge Corporation

300 Park Avenue
New York, NY 10022

Foundation/Trust: **Phelps Dodge Foundation**

Contributions contact: Edwin D. Frost, Jr., President, Foundation

Phone: (212) 940-6446

Information year: 1981

Total contributions-all categories: \$1,039,000

Arts & culture: Total contributions, \$51,000; largest contribution, \$5,000; number of contributions, 20

Health & welfare: Total contributions, \$243,000; largest contribution, \$65,000; number of contributions, 67

Education: Total contributions, \$463,000; largest contribution, \$58,000; number of contributions, 66

Civic: Total contributions, \$109,000; largest contribution, \$10,000; number of contributions, 56

Other: Total contributions, \$173,000; number of contributions, 10

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 24%; home office, 64%; plant locations, 12%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Quarterly
Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 13

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: The Acting Company, Alabama Shakespeare Festival, Fort Wayne Fine Arts Foundation, Lincoln Center, Metropolitan Museum of Art

Kinds of support normally considered: General operating expenses, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Publicity value, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, management capability, board of directors
- 3—Artistic merit

Philadelphia Life Insurance Company
One Independence Mall
Philadelphia, PA 19106

Contributions contact: Robert J. Sarlo,
Secretary-Treasurer

Phone: (215) 629-9800

Information year: 1981

Total contributions-all categories: \$92,400

Arts & culture: Total contributions, \$6,600;
largest contribution, \$1,250; number of
contributions, 7

Health & welfare: Total contributions,
\$50,812; largest contribution, \$33,712 (United
Way); number of contributions, 5

Education: Total contributions, \$23,000; largest
contribution, \$9,000; number of contributions,
13

Civic: Total contributions, \$4,950; largest
contribution, \$1,000; number of contributions,
8

Other: Total contributions, \$7,038; largest
contribution, \$2,000; number of contributions,
42

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 10%; home office,
82%; sales locations, 8%

Non-home office contributions decisions: Field

Annual report on contributions: No

Application deadline: November 20

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, audited
statement

Weeks required for full review and decisions:
3

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Philadelphia Art Museum,
Philadelphia Orchestra Association,
Pennsylvania Academy of Fine Arts, The
Franklin Institute, Academy of Music

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, matching grants, artistic merit,
management capability
- 2—Employee involvement, coordination with
similar groups
- 3—Support by other firms, quality of
applications, gifts from individuals, board
of directors
- 4—Publicity value, size of audience
- 5—Support by foundations/government

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a

**The Philadelphia National
Bank**
Public Responsibility
Department, F. C. 2-2-23
1 North Fifth Street
Philadelphia, PA 19101

Foundation/Trust:
PNB Charitable Trust

Contributions contact: Daniel Z. Lepow,
Public Responsibility Officer

Phone: (215) 629-4181

Information year: 1980

Total contributions-all categories: \$700,000

Arts & culture: Total contributions, \$75,000; largest contribution, \$10,000; number of contributions, 25; number of requests, 35

Health & welfare: Total contributions, \$340,000; largest contribution, \$300,000

Education: Total contributions, \$150,000; largest contribution, \$15,000

Civic: Total contributions, \$125,000; largest contribution, \$10,000

Other: Total contributions, \$10,000; largest contribution, \$2,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Philadelphia Museum of Art, Pennsylvania Ballet, Philadelphia Drama Guild, Opera Company of Philadelphia, Philadelphia Orchestra

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, size of audience
- 2—Impact on local community, management capability, board of directors
- 3—Employee involvement, support by foundations/government, gifts from individuals, coordination with similar groups, artistic merit
- 4—Publicity value, support by other firms, quality of applications
- 5—Matching grants

Arts support other than contributions: In kind services and technical assistance, \$n/a

Philip Morris Incorporated

100 Park Avenue
New York, NY 10017

Contributions contact: Alan Weinblatt,
Manager, Corporate Contributions

Phone: (212) 880-3271

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: ; number of contributions, 203

Health & welfare: ; number of contributions, 294

Education: ; number of contributions, 208

Civic: ; number of contributions, 50 (includes conservation and environment)

Other: ; number of contributions, 110

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations, worldwide

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Best time to apply: By beginning of February, May, August or October

Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter, application form, board list, contributors list, audited statement, purpose, management, annual report

Weeks required for full review and decisions:
8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, dance

Recent examples of arts contributions recipients: 'The Vatican Collections: The Papacy and Art' (exhibition at the Metropolitan Museum), Lincoln Center, Virginia Center for the Performing Arts, Greater Louisville Fund for the Arts, WNET (Public Television)

Kinds of support normally considered: General operating expenses, commissions to artists, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, management capability
- 3—Quality of applications, coordination with similar groups, artistic merit
- 4—Support by other firms, matching grants, support by foundations/government, size of audience, board of directors
- 5—Publicity value, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Local or national awards received for arts support: Cine Golden Eagle Award, 1981, for highest cinematographic achievement for 'Champions of American Sport'; Chicago International Film Festival-Silver Hugo Award, 1981, for high cinematographic achievement for 'Earth, Fire & Water' from 'A Century of Ceramics in the U.S. 1878-1978' exhibition; Houston International Film Festival Bronze Award, 1981, for cinematographic achievement for 'Bearden Plays Bearden' based on retrospective exhibition 'Romare Bearden 1970-1980'; U.S. Industrial Film Festival Award, 1981, for creative excellence for 'Ambassador of Quality II' film

**Phillips Petroleum Company
Phillips Building
16th Floor
Bartlesville, OK 74004**

**Foundation/Trust:
Phillips Petroleum Foundation,
Inc.**

Contributions contact: John C. West,
Contributions Specialist

Phone: (918) 661-9072

Information year: 1981

Total contributions-all categories: \$9,000,000

Arts & culture: Total contributions, \$508,000

Health & welfare: Total contributions,
\$458,000

Education: Total contributions, \$6,600,000

Civic: Total contributions, \$2,900,000 (includes youth)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 16.8%; home office, 42.6%; plant locations, 11.2%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: Woolaroc Museum, Mid America Arts Alliance, Oklahoma Heritage Association, Oklahoma Summer Arts Institute, Youth Symphony of the United States

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement, artistic merit, management capability

4—Size of audience

5—Publicity value, support by other firms, matching grants, support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups, board of directors

Arts support other than contributions: In kind services and technical assistance, \$450,000

Local or national awards received for arts support: Business in the Arts Award, 1979

Phoenix Mutual Life Insurance Company **One American Row** **Hartford, CT 06115**

Foundation/Trust:
Phoenix Mutual Life Insurance Company Charitable Trust

Contributions contact: George Schafer, Second Vice President, Corporate Communications

Phone: (203) 278-1212

Information year: 1981

Total contributions-all categories: \$400,000

Arts & culture: Total contributions, 10%

Health & welfare: Total contributions, 12%

Education: Total contributions, 26%

Civic: Total contributions, 30% (includes United Way)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: September, October

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Greater Hartford Arts Council

- Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)**
- 1—Management capability, who is served
 - 2—Geographical location, impact on local community, employee involvement, matching grants, quality of applications, artistic merit, board of directors
 - 3—Publicity value, support by foundations/government, size of audience
 - 4—Support by other firms, gifts from individuals
 - 5—Coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Piedmont Aviation, Inc. Winston-Salem, NC

Foundation/Trust:
Piedmont Aviation Foundation
P.O. Box 2720
Winston-Salem, NC 27156

Contributions contact: T.H. Davis, Chairman

Phone: (919) 757-5414

Information year: 1981

Total contributions-all categories: \$68,380

Arts & culture: Total contributions, \$2,050; largest contribution, \$1,000; number of contributions, 5; number of requests, 9

Health & welfare: Total contributions, \$4,100; largest contribution, \$3,000; number of contributions, 4; number of requests, 8

Education: Total contributions, \$31,600; largest contribution, \$10,000; number of contributions, 35; number of requests, 39

Civic: Total contributions, \$30,630; largest contribution, \$5,000; number of contributions, 88; number of requests, 98

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 30%; service area, 70%

Non-home office contributions decisions:
Executive Committee

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions:
12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: arts councils, theatre, arts schools, museums, festivals

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, management capability
- 2—Impact on local community, employee involvement, support by other firms, quality of applications, board of directors
- 3—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, artistic merit
- 4—Publicity value, size of audience

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Pillsbury Company Pillsbury Center Minneapolis, MN 55402

Contributions contact: Robert Bonine, Vice President, Community Relations

Phone: (612) 330-4184

Information year: 1981

Total contributions-all categories: \$3,500,000

Arts & culture: Total contributions, \$802,747; largest contribution, \$170,000; number of contributions, 40

Health & welfare: Total contributions, \$1,954,502; largest contribution, \$613,000

Education: Total contributions, \$1,794,490; largest contribution, \$1,000,000

Other: Total contributions, \$181,689 (includes civic)

Geographic areas encompassed by arts contributions: Plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, annual report, history of organization

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Minnesota Orchestra, Guthrie Theater, Minnesota Opera, Twin Cities Public Television

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value, artistic merit, management capability
- 2—Employee involvement, quality of applications, coordination with similar groups, board of directors
- 3—Support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Pinkerton's Incorporated

100 Church Street
New York, NY 10007

Contributions contact: Joanne Colello, Assistant Corporate Secretary

Phone: (212) 285-4866

Information year: 19

Total contributions-all categories: n/a

Arts & culture: Total contributions, none

Health & welfare: Total contributions, 80%

Education: Total contributions, 10%

Civic: Total contributions, 10%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Manager of field office

Annual report on contributions: No

Requirements for applications: Narrative/letter

Pitney Bowes, Inc.
Walter H. Wheeler Drive
Stamford, CT 06926

Contributions contact: Lynne D. Lyons,
Secretary, Corporate Contributions Committee

Phone: (203) 356-6808

Information year: 1981

Total contributions-all categories: \$1,532,031

Arts & culture: Total contributions, \$150,000
(est.)

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations, sales locations

Non-home office contributions decisions: Field,
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: January-June

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
audited statement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, visual
arts/crafts

**Recent examples of arts contributions
recipients:** American Shakespeare Theater,
Hartman Theatre, Greenwich Philharmonic,
Stamford Symphony, State Opera

Kinds of support normally considered: General
operating expenses, capital projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, artistic merit, management
capability
 - 2—Size of audience, quality of applications,
board of directors
 - 3—Support by foundations/government
 - 4—Support by other firms, coordination with
similar groups
 - 5—Employee involvement, publicity value,
matching grants, gifts from individuals
-
-

**Pittsburgh National
Corporation**
Fifth Avenue and Wood Street
Pittsburgh, PA 15222

Foundation/Trust:
Pittsburgh National Foundation

Contributions contact: William J. Copeland,
Vice Chairman

Phone: (412) 355-2830

Information year: 1981

Total contributions-all categories: \$664,039

Arts & culture: Total contributions, \$61,440;
largest contribution, \$15,000; number of
contributions, 24

Health & welfare: Total contributions,
\$422,067; largest contribution, \$205,000;
number of contributions, 79

Education: Total contributions, \$94,137; largest
contribution, \$10,000; number of contributions,
35

Civic: Total contributions, \$76,688; largest
contribution, \$20,000; number of contributions,
32

Other: Total contributions, \$9,707; number of
contributions, 21

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts contributions: Home office, 95%; plant locations, 5%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Pittsburgh Civic Light Opera, Pittsburgh Symphony Society, Carnegie Institute, Pittsburgh Ballet, International Poetry Forum

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, coordination with similar groups, artistic merit, management capability
- 2—Board of directors
- 3—Employee involvement, support by foundations/government, quality of applications, gifts from individuals
- 4—Support by other firms
- 5—Publicity value, matching grants, size of audience

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Playboy Enterprises, Inc.
919 North Michigan Ave
Chicago, IL 60611

Foundation/Trust:
Playboy Foundation

Contributions contact: Rebecca Sive-Tomashefsky, Executive Director, Foundation

Phone: (312) 751-8000

Information year: 1981

Total contributions-all categories: \$425,000

Arts & culture: Total contributions, \$13,200; largest contribution, \$1,000; number of contributions, 21

Other: Total contributions, \$411,800 (personal freedom issues)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 100%

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Best time to apply: Quarterly
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Public TV/radio, film/video

Recent examples of arts contributions recipients: Agent Orange Film Project, Handgun Control, Inc., Film Fund (three separate films), Cerebus, Inc., Information Center for Social Issue Media

Kinds of support normally considered: Special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Quality of applications
- 2—Impact on local community, coordination with similar groups, artistic merit
- 3—Management capability
- 4—Employee involvement, matching grants, size of audience, gifts from individuals, board of directors
- 5—Geographical location, publicity value, support by other firms, support by foundations/government

Arts support other than contributions: In kind services and technical assistance, \$20,000

Pogo Producing Company
P.O. Box 2504
Houston, TX 77001

Contributions contact: Hunter L. Martin, Jr., Vice President and Corporate Secretary

Phone: (713) 651-4319

Information year: 1981

Total contributions-all categories: \$280,587 (includes \$108,411 in matching gifts)

Arts & culture: Total contributions, \$29,040 (includes \$7,510 in matching gifts); largest contribution, \$5,000; number of contributions, 13

Health & welfare: Total contributions, \$39,832 (includes \$11,949 in matching gifts); largest contribution, \$8,333; number of contributions, 16

Education: Total contributions, \$150,975 (includes \$88,952 in matching gifts); largest contribution, \$10,000; number of contributions, 36

Civic: Total contributions, \$23,415; largest contribution, \$3,000; number of contributions, 32

Other: Total contributions, \$37,325; number of contributions, 31

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 94%; plant locations, 6%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Houston Museum of Fine Arts, Combined Arts Campaign, Houston Grand Opera, Houston Outreach Theater, Houston Symphony

Kinds of support normally considered: Capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Support by other firms, management capability, board of directors
- 3—Employee involvement, size of audience, gifts from individuals, artistic merit
- 4—Matching grants, support by foundations/government, quality of applications, coordination with similar groups
- 5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Polaroid Corporation Cambridge, MA

Foundation/Trust:
Polaroid Foundation
750 Main Street
Cambridge, MA 02139

Contributions contact: Marcia Schiff, Executive Director, Foundation

Phone: (617) 577-4035

Information year: 1981

Total contributions-all categories: \$1,600,000⁻ (est.)

Arts & culture: Total contributions, \$120,000 (est.); largest contribution, \$5,000

Health & welfare: Total contributions, \$289,000 (est.); largest contribution, \$5,000

Education: Total contributions, \$320,000 (est.); largest contribution, \$10,000

Civic: Total contributions, \$275,000; largest contribution, \$255,000 (Massachusetts Bay United Way)

Other: Total contributions, \$50,000 (est.)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: home office and plant locations, 100%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions:
8-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Boston Museum of Fine Arts, Cambridge Arts Council, Public Theater (Boston), Boston Symphony Orchestra, Jacob's Pillow (Lenox, MA)

Kinds of support normally considered: General operating expenses, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Employee involvement, merit of program
- 2—Geographical location, impact on local community, quality of applications, artistic merit
- 3—Support by other firms, matching grants, support by foundations/government, size of audience, coordination with similar groups, management capability
- 4—Gifts from individuals, board of directors
- 5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Pope & Talbot, Inc. P.O. Box 8171 1500 Southwest First Avenue Portland, OR 97207

Contributions contact: Cyrus T. Walker, Corporate Advisor

Phone: (503) 228-9161

Information year: 1981

Total contributions-all categories: \$115,855

Arts & culture: Total contributions, \$9,628; largest contribution, \$1,500; number of contributions, 9

Health & welfare: Total contributions, \$55,610; largest contribution, \$14,250; number of contributions, 14

Education: Total contributions, \$40,549; largest contribution, \$4,000; number of contributions, 21

Civic: Total contributions, \$8,110; largest contribution, \$600; number of contributions, 17

Other: Total contributions, \$2,317

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home, Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, board list, contributors list

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Portland Opera Association, Portland Art Museum, Portland Civic Theatre, Oregon Symphony Society, Corporate Council for the Arts (Seattle)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community

2—Quality of applications

3—Support by other firms, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

4—Employee involvement, publicity value

5—Matching grants

Portland General Electric Company

**121 Southwest Salmon Street
Portland, OR 97204**

Contributions contact: Janet Holzman,
Contributions Coordinator

Phone: (503) 226-8511

Information year: 1982

Total contributions-all categories: \$366,621

Arts & culture: Total contributions, \$12,700

Health & welfare: Total contributions, \$212,541

Education: Total contributions, \$92,460

Civic: Total contributions, \$9,120

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 96%; service area, 4%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Application deadline: Third week of month

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, application form, board list, contributors list

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, visual arts/crafts

Recent examples of arts contributions recipients: Oregon Symphony Orchestra, Portland Art Association, Oregon Historical Society, Portland Opera Association, Portland School of Arts and Crafts

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Employee involvement, quality of applications
- 3—Geographical location, support by other firms, size of audience, coordination with similar groups, artistic merit, management capability, board of directors
- 4—Publicity value, support by foundations/government, gifts from individuals
- 5—Matching grants

Potlatch Corporation
P.O. Box 3591
San Francisco, CA 94119

Contributions contact: Richard C. Nordholm,
Vice President, Community Relations

Phone: (415) 981-5980

Information year: 1980

Total contributions-all categories: \$601,897

Arts & culture: Total contributions, \$30,899;
largest contribution, \$5,000; number of
contributions, 20

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 65%; plant
locations, 35%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list

Weeks required for full review and decisions:

4-8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts,
museums, performing arts, public TV/radio,
visual arts/crafts, theater, symphony/chamber
orchestra, dance, opera

Recent examples of arts contributions

recipients: Community Music Center, San
Francisco Symphony, Museum Society, Young
Audiences of the Bay Area

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location
- 2—Employee involvement, size of audience,
management capability
- 3—Impact on local community, quality of
applications, artistic merit, board of
directors
- 4—Coordination with similar groups
- 5—Publicity value, support by other firms,
matching grants, support by
foundations/government, gifts from
individuals

**Potomac Electric Power
Company**
1900 Pennsylvania Avenue, NW
Washington, DC 20068

Contributions contact: Thomas E. O'Dea,
Chairman, Contributions and Membership
Committee

Phone: (202) 872-2449

Information year: 1981

Total contributions-all categories: \$306,979

Arts & culture: Total contributions, \$54,850;
largest contribution, \$23,500; number of
contributions, 20; number of requests, 60

Health & welfare: Total contributions, \$170,550; largest contribution, \$150,000; number of contributions, 18; number of requests, 40

Education: Total contributions, \$72,800; largest contribution, \$20,000; number of contributions, 23; number of requests, 70

Civic: Total contributions, \$20,154; largest contribution, \$6,000; number of contributions, 35; number of requests, 100

Other: Total contributions, \$13,329

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Before the first of the month

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, literature, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: Kennedy Center, Washington Opera, National Symphony, Corcoran Gallery, Arena Stage

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Impact on local community, employee involvement

2—Geographical location, publicity value, support by other firms, size of audience, quality of applications, management capability

3—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Presbyterian Ministers Fund **1809 Walnut Street** **Philadelphia, PA 19103**

Contributions contact: Robert Lamont, President

Phone: (215) 568-5935

Information year: 19

Total contributions-all categories: n/a

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a

Education: Total contributions, n/a

Civic: Total contributions, n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, giving restricted to Delaware Valley

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Requirements for applications: Narrative/letter, published statement

**The Procter & Gamble
Company
Cincinnati, OH**

**Foundation/Trust:
The Procter & Gamble Fund
P.O. Box 599
Cincinnati, OH 45201**

Contributions contact: B.J. Nolan, Vice
President, Procter & Gamble Fund

Phone: (513) 562-2201

Information year: 81-82

Total contributions-all categories: \$10,309,000

Arts & culture: Total contributions, \$590,000;
largest contribution, \$312,000; number of
contributions, 37

Health & welfare: Total contributions,
\$2,708,000; largest contribution, \$1,551,250;
number of contributions, 39

Education: Total contributions, \$5,944,000;
largest contribution, \$200,000; number of
contributions, 291

Civic: Total contributions, \$1,043,000; largest
contribution, \$276,000; number of
contributions, 41

Other: Total contributions, \$24,000; largest
contribution, \$10,000; number of contributions,
5

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, 55%; home office,
31%; plant locations, 14%

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement
Weeks required for full review and decisions:
4-6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Cincinnati Institute of Fine Arts,
Neville Public Museum (Green Bay), United
Arts Council of Greensboro, Kennedy Center,
Sacramento Symphony

Kinds of support normally considered: General
operating expenses, capital projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement
- 2—Support by other firms, size of audience,
management capability
- 3—Quality of applications, gifts from
individuals, coordination with similar
groups, board of directors
- 4—Publicity value, matching grants, support
by foundations/government, artistic merit

**The Progressive Corporation
6300 Wilson Mills Road
Mayfield, OH 44143**

Contributions contact: Peter B. Lewis,
Chairman and Chief Executive Officer

Phone: (216) 461-5000

Information year: 1981

Total contributions-all categories: \$100,000

Arts & culture: Total contributions, \$20,000

Health & welfare: Total contributions, \$65,000

Education: Total contributions, \$11,000;
number of contributions, 1; number of
requests, est. 20

Civic: Total contributions, \$5,000; number of contributions, 1; number of requests, 10

Other: Total contributions, \$20,000

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: n/a

Weeks required for full review and decisions: 26

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, performing arts, public TV/radio

Kinds of support normally considered: Commissions to artists, corporate art purchases

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Employee involvement

2—Publicity value, artistic merit, management capability

3—Geographical location, impact on local community, quality of applications

5—Support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, board of directors

Protective Corporation
P.O. Box 2606
2801 Highway 280 South
Birmingham, AL 35202

Foundation/Trust:
Protective Life Insurance
Company Charitable Trust

Contributions contact: A.S. Williams, III,
Senior Vice President, Investments

Phone: (205) 879-9230

Information year: 1981

Total contributions-all categories: \$201,191

Arts & culture: Total contributions, \$24,015; largest contribution, \$8,000; number of contributions, 29

Health & welfare: Total contributions, \$104,252; largest contribution, \$36,700; number of contributions, 38

Education: Total contributions, \$53,637; largest contribution, \$16,666; number of contributions, 22

Civic: Total contributions, \$1,275; largest contribution, \$250; number of contributions, 9

Other: Total contributions, \$18,012; largest contribution, \$3,000; number of contributions, 24

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 2%; home office, 96%; sales locations, 2%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, board list, audited statement

Weeks required for full review and decisions:

2

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Alabama Symphony Association, Alabama Shakespeare Festival, Birmingham Museum of Art, Birmingham Festival of Arts, Birmingham Civic Ballet

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms, management capability
- 2—Quality of applications, board of directors
- 3—Employee involvement, matching grants, size of audience, artistic merit
- 4—Publicity value, gifts from individuals, coordination with similar groups
- 5—Support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$1,500

Total contributions-all categories: \$15,370

Arts & culture: Total contributions, \$1,125; largest contribution, \$1,000; number of contributions, 3

Health & welfare: Total contributions, \$620; largest contribution, \$150; number of contributions, 7

Education: Total contributions, \$1,875; largest contribution, \$500; number of contributions, 4

Civic: Total contributions, \$10,750; largest contribution, \$4,000; number of contributions, 13

Other: Total contributions, \$1,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Application deadline: October 15

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, visual arts/crafts, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Bismarck Mandan Chorus, Bismarck Mandan Orchestral Association, North Dakota Heritage Foundation, Prairie Public Television and Radio

Kinds of support normally considered: General operating expenses, capital projects

Provident Life Insurance Company Bismarck, ND

Foundation/Trust:
General Charitable Trust
c/o Provident Life Insurance Company
316 North Fifth Street
Bismarck, ND 58501

Contributions contact: R.L. Miller, Corporate Secretary

Phone: (701) 223-2120 x64

Information year: 1981

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by foundations/government
- 2—Size of audience, management capability, board of directors
- 3—Employee involvement, publicity value, support by other firms, quality of applications, artistic merit
- 4—Coordination with similar groups
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Provident Mutual Life Insurance Company of Philadelphia
4601 Market Street
Philadelphia, PA 19101

Foundation/Trust:
Provident Mutual Charitable Trust

Contributions contact: James F. Sutor, Secretary and Second Vice President and Chairman, Contributions Committee

Phone: (215) 472-5000 x595

Information year: 1981

Total contributions-all categories: \$192,956

Arts & culture: Total contributions, \$5,250; largest contribution, \$2,000; number of contributions, 5; number of requests, 15

Health & welfare: Total contributions, \$133,050; largest contribution, \$90,800; number of contributions, 37

Education: Total contributions, \$27,450; largest contribution, \$18,000; number of contributions, 7

Civic: Total contributions, \$27,206; largest contribution, \$15,883; number of contributions, 23

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Field

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, public TV/radio, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Philadelphia Museum of Art, Philadelphia Orchestra Association, Philadelphia Drama Guild

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, employee involvement, management capability
- 3—Matching grants, quality of applications, artistic merit, board of directors
- 4—Publicity value, support by other firms, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

Arts support other than contributions: In kind services and technical assistance, \$n/a

**Provident National
Corporation
Land Title Building
Philadelphia, PA 19110**

Contributions contact: John Silcox, Jr., Vice
President and Secretary

Phone: (215) 585-5228

Information year: 19

Total contributions-all categories: n/a

Arts & culture: Total contributions, 25%

Health & welfare: Total contributions, 25%

Education: Total contributions, 25%

Civic: Total contributions, 25%

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, plant locations,
sales locations, five counties operating in
Philadelphia

Non-home office contributions decisions:
Home

Annual report on contributions: No

Best time to apply: November or early fall
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Museums, performing arts, public
TV/radio, theater, symphony/chamber
orchestra, dance, opera

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**
1—Geographical location, impact on local
community, artistic merit, management
capability

**The Prudential Insurance
Company of America
15 Prudential Plaza
Newark, NJ 07101**

**Foundation/Trust:
The Prudential Foundation**

Contributions contact: William E. Brooks,
Secretary, Foundation

Phone: (201) 877-6107

Information year: 1981

Total contributions-all categories: \$6,166,220

Arts & culture: Total contributions, \$571,570;
largest contribution, \$50,000; number of
contributions, 80; number of requests, est. 300

Health & welfare: Total contributions,
\$2,830,956 (includes \$1,299,799 to United
Way); largest contribution, \$100,000; number
of contributions, 526 (includes 450 to United
Way)

Education: Total contributions, \$1,497,875;
largest contribution, \$140,803; number of
contributions, 3,283 (includes 3,000 matching
gifts)

Civic: Total contributions, \$1,194,819; largest
contribution, \$50,000; number of contributions,
168

Other: Total contributions, \$71,000

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 23%; home office,
39%; plant locations, 38%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Business Arts Foundation of New Jersey, Kennedy Center, New Jersey Historical Society, Boston Symphony, Hennepin Center for the Arts

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, quality of applications, artistic merit, management capability
- 2—Impact on local community, support by other firms, support by foundations/government, size of audience, coordination with similar groups, board of directors, benefit to disadvantaged persons/underserved commu
- 3—Employee involvement
- 5—Publicity value, matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$156,872; in kind services and technical assistance, \$149,815; interest forfeiture, \$n/a

Local or national awards received for arts support: Peabody Award (Public Television), 1980

Purity Supreme Incorporated 312 Boston Road North Billerica, MA 01862

Contributions contact: David Flynn, Vice President

Phone: (617) 667-9511

Information year: 19

Total contributions-all categories: n/a

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a

Education: Total contributions, n/a

Civic: Total contributions, n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: New England

Non-home office contributions decisions: Manager with approval of supervisor

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 2

Putnam Trust Company 10 Mason Street Greenwich, CT 06830

Contributions contact: Bonnie Brooker, Marketing and Community Relations Officer

Phone: (203) 869-3000

Information year: 1982

Total contributions-all categories: \$29,350

Arts & culture: Total contributions, \$1,500

Health & welfare: Total contributions, \$13,500

Education: Total contributions, \$350

Civic: Total contributions, \$9,100

Other: Total contributions, \$4,900

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Application deadline: November 30

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
Annual November review

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, performing arts

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Publicity value, artistic merit
- 5—Employee involvement, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, management capability, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Health & welfare: Total contributions, \$133,790; largest contribution, \$25,000; number of contributions, 33

Education: Total contributions, \$757,928; largest contribution, \$79,444; number of contributions, 83

Civic: Total contributions, \$32,167; largest contribution, \$11,667; number of contributions, 9

Other: Total contributions, \$527,857 (includes United Funds)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: Yes

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Albright-Knox Art Gallery (Buffalo, NY), Art Institute of Chicago, WTTW (Public Television), Chicago Symphony Orchestra, Goodman Theatre

Kinds of support normally considered: General operating expenses, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Publicity value, size of audience, quality of applications, gifts from individuals, coordination with similar groups
- 3—Support by other firms, support by foundations/government, artistic merit, management capability
- 4—Board of directors
- 5—Geographical location, impact on local community, employee involvement, matching grants

The Quaker Oats Company Chicago, IL

Foundation/Trust:
The Quaker Oats Foundation
Merchandise Mart Plaza
Chicago, IL 60654

Contributions contact: W. Thomas Phillips,
Secretary

Phone: (312) 222-7033

Information year: 1981

Total contributions-all categories: \$1,639,039

Arts & culture: Total contributions, \$180,297; largest contribution, \$10,000; number of contributions, 27

Local or national awards received for arts support: Business in the Arts Award, 1978

Quaker State Oil Refining Corporation
255 Elm Street
Oil City, PA 16301

Contributions contact: Mary Jo White,
Corporate Secretary

Phone: (814) 676-7676

Information year: 1981

Total contributions-all categories: \$144,000

Health & welfare: Total contributions, \$36,000

Education: Total contributions, \$18,000

Civic: Total contributions, \$89,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:

4

ARTS SUPPORT

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

1—Geographical location, impact on local community, publicity value, support by other firms, size of audience, quality of applications, artistic merit, management capability

2—Support by foundations/government, coordination with similar groups

3—Employee involvement, gifts from individuals, board of directors

Arts support other than contributions: In kind services and technical assistance, \$n/a; product donation (oil), \$n/a

RKO General, Inc.
New York, NY

Foundation/Trust:

RKO General Foundation, Inc.
1440 Broadway
New York, NY 10018

Contributions contact: Henry P. Sabatell, Vice President

Phone: (212) 764-6906

Information year: 1981

Total contributions-all categories: \$33,000

Arts & culture: Total contributions, \$15,000; largest contribution, \$2,500; number of contributions, 60; number of requests, 80

Health & welfare: Total contributions, \$5,000; largest contribution, \$1,000; number of contributions, 20

Education: Total contributions, \$5,000; largest contribution, \$1,000; number of contributions, 10

Civic: Total contributions, \$5,000; largest contribution, \$1,000; number of contributions, 10

Other: Total contributions, \$3,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 50%; home office, 50%

Non-home office contributions decisions: Field

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Lincoln Center, Carnegie Hall, Brooklyn Academy of Music, Metropolitan Opera, Circle Repertory

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Impact on local community, quality of applications
- 3—Geographical location, employee involvement, publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

Rainier National Bank
P.O. Box 3966
Seattle, WA 98124

Foundation/Trust:
Rainier Bancorporation
Foundation

Contributions contact: G. Kumi Kilburn,
Manager, Corporate Contributions

Phone: (206) 621-4173

Information year: 1981

Total contributions-all categories: \$599,231

Arts & culture: Total contributions, \$39,659; largest contribution, \$31,351; number of contributions, 9

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 75%; plant and sales locations, 25%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: Yes; for 1982

Best time to apply: Early in year

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, audited statement

Weeks required for full review and decisions: 8-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: Corporate Council for the Arts (Seattle), Warehouse Arts Center/Allied Arts Council (Yakima)

Kinds of support normally considered: Capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Employee involvement, coordination with similar groups, management capability
- 2—Geographical location, impact on local community, quality of applications, artistic merit, board of directors
- 3—Support by other firms, matching grants, support by foundations/government
- 5—Publicity value, size of audience, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

**Ralston Purina Company
Checkerboard Square
St. Louis, MO 63164**

**Foundation/Trust:
Ralston Purina Trust Fund**

Contributions contact: George H. Kyd,
Division Vice President and Director, Public
Relations

Phone: (314) 982-3219

Information year: 1981

Total contributions-all categories: \$3,102,687

Arts & culture: Total contributions, \$217,071;
largest contribution, \$75,000

Health & welfare: Total contributions,
\$269,572

Education: Total contributions, \$1,235,612

Civic: Total contributions, \$922,580

Other: Total contributions, \$457,852 (federated
drives)

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions:
Home, Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter

Weeks required for full review and decisions:
4-6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts councils/united arts funds,
community arts, museums, performing arts,
public TV/radio, theater, symphony/chamber
orchestra, opera

**Recent examples of arts contributions
recipients:** Arts and Education Council of
Greater St. Louis, St. Louis Art Museum, St.
Louis Symphony, Missouri Botanical Garden,
KETC (Public Television)

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Raymond Corporation
Greene, NY**

**Foundation/Trust:
The Raymond Foundation
North Canal Street
Greene, NY 13778**

Contributions contact: George Raymond, III,
Executive Secretary, Foundation

Phone: (607) 656-2311

Information year: 1981

Total contributions-all categories: \$80,000

Arts & culture: Total contributions, 10%-15%

Health & welfare: Total contributions, 40%

Education: Total contributions, 15%

Civic: Total contributions, 10%

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, performing arts, visual arts/crafts, theater, dance

Recent examples of arts contributions recipients: Roberson Arts Center

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms
- 2—Matching grants, coordination with similar groups, management capability
- 3—Employee involvement, artistic merit, board of directors
- 4—Support by foundations/government, size of audience, quality of applications
- 5—Publicity value, gifts from individuals

Rea Magnet Wire Company, Inc.

**3600 East Pontiac Street
Fort Wayne, IN 46896**

**Foundation/Trust:
Alcoa Foundation
(see Aluminum Company of America)**

Contributions contact: Sara Gach,
Communications Coordinator

Phone: (219) 424-4252

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, \$12,000 (est.); largest contribution, \$25,000 (over five years); number of contributions, 7; number of requests, 20

Health & welfare: Total contributions, \$25,000 (est.); largest contribution, \$25,000 (over five years); number of contributions, 7; number of requests, 10

Education: Total contributions, \$23,000 (est.); largest contribution, \$4,000; number of contributions, 7

Civic: Total contributions, \$35,000; largest contribution, \$18,000 (over three years); number of contributions, 12

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Application deadline: December

Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter, contributors list

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts, visual arts/crafts

Recent examples of arts contributions recipients: Fort Wayne Museum of Art, Fort Wayne Fine Arts Foundation, Johnny Appleseed Festival, Fort Wayne Historical Museum, Center for the Performing Arts

Kinds of support normally considered: Capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Impact on local community, employee involvement
- 2—Geographical location, support by foundations/government, coordination with similar groups
- 3—Publicity value, support by other firms, size of audience, quality of applications, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Reading & Bates Corporation
3800 First National Tower
Tulsa, OK 74103

Contributions contact: Lewis J. Fitzgerald,
Director, Corporate Communications

Phone: (918) 583-8521

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 75%; plant locations, 10%; sales locations, 5%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 2-4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions

recipients: Tulsa-based organizations (i.e. Arts and Humanities Council, Philharmonic, Opera, local theatre groups, art museums)

Kinds of support normally considered: General operating expenses, capital projects, special shows

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, publicity value, artistic merit, management capability, board of directors
- 2—Support by other firms, matching grants, support by foundations/government, size of audience
- 3—Gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, very small

Reliance Insurance Company
4 Penn Plaza
Philadelphia, PA 19103

Foundation/Trust:

Reliance Insurance Company
Foundation

Contributions contact: Richard Earl, Assistant Vice President

Phone: (215) 864-4251

Information year: 1982

Total contributions-all categories: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions:
1

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Pennsylvania Academy of the Arts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, quality of applications, artistic merit, management capability
- 2—Employee involvement, matching grants, support by foundations/government
- 3—Support by other firms, board of directors
- 5—Publicity value, gifts from individuals, coordination with similar groups

Republic Corporation

1900 Avenue of the Stars
Suite 2700
Los Angeles, CA 90067

Contributions contact: Robert H. Connell, Vice President, Planning

Phone: (213) 553-3900

Information year: 1981

Total contributions-all categories: \$37,500 (est. for corporate office only)

Arts & culture: Total contributions, \$2,500; largest contribution, \$1,000; number of contributions, 3

Health & welfare: Total contributions, \$13,200; largest contribution, \$11,000; number of contributions, 7

Education: Total contributions, \$5,000; largest contribution, \$1,000; number of contributions, 8

Civic: Total contributions, \$12,500; largest contribution, \$2,500; number of contributions, 16

Other: Total contributions, \$7,200; largest contribution, \$1,000; number of contributions, 8

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 85%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: est. 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: California Museum Foundation, Los Angeles Music Center Unified Fund, KCET (Public Television)

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Artistic merit, management capability
- 3—Support by foundations/government, quality of applications
- 4—Geographical location, size of audience, gifts from individuals, board of directors
- 5—Employee involvement, publicity value, support by other firms, matching grants, coordination with similar groups

Republic Financial Services, Inc.

**2727 Turtle Creek Boulevard
Dallas, TX 75219**

Contributions contact: Russell H. Perry,
Chairman of the Board

Phone: (214) 559-1222

Information year: 1981

Total contributions-all categories: \$112,321

Arts & culture: Total contributions, \$7,700;
largest contribution, \$2,500; number of
contributions, 10

Health & welfare: Total contributions,
\$19,010; largest contribution, \$10,000; number
of contributions, 24

Education: Total contributions, \$7,264; largest
contribution, \$1,000; number of contributions,
12

Civic: Total contributions, \$35,967; largest
contribution, \$16,000 (United Way); number of
contributions, 31

Other: Total contributions, \$42,380; largest
contribution, \$3,500; number of contributions,
60

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National

Non-home office contributions decisions:
Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: n/a

Weeks required for full review and decisions:
10

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Museums, performing arts, theater,
symphony/chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Dallas Ballet, Dallas Symphony
Association, Dallas Theatre Center, Theatre
Three, Institute of Cultural Affairs

Kinds of support normally considered: General
operating expenses

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, quality of applications,
management capability, board of directors
 - 2—Support by other firms, support by
foundations/government, gifts from
individuals
 - 3—Employee involvement, publicity value,
size of audience, coordination with similar
groups, artistic merit
 - 5—Matching grants
-
-

Republic Steel Corporation P.O. Box 6778 Cleveland, OH 44101

Foundation/Trust: Republic Steel Corporation Educational and Charitable Trust

Contributions contact: John L. Sundheimer,
Director, Corporate Contributions

Phone: (216) 622-4604

Information year: 1981

Total contributions-all categories: \$1,779,640

Arts & culture: Total contributions, \$90,475;
largest contribution, \$15,000; number of
contributions, 97

Health & welfare: Total contributions,
\$886,889; largest contribution, \$291,500;
number of contributions, 462

Education: Total contributions, \$657,876;
largest contribution, \$90,000; number of
contributions, 577

Civic: Total contributions, \$140,928; largest
contribution, \$17,500; number of contributions,
104

Other: Total contributions, \$3,472; number of contributions, 13

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 60%; plant locations, 30%; sales locations, 10%

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Best time to apply: None

Requirements for applications: Narrative/letter, IRS letter, board list

Weeks required for full review and decisions: 4-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Musical Arts Association (Cleveland), Cleveland Museum of Natural History, Great Lakes Shakespeare Festival (Cleveland), Playhouse Square Foundation, Cleveland Playhouse

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Artistic merit, management capability
- 3—Impact on local community, employee involvement, publicity value, support by other firms, board of directors
- 5—Matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$6,000; in kind services and technical assistance, \$2,200

Revco D.S. Inc. 1925 Enterprise Parkway Twinsburg, OH 44087

Foundation/Trust: The Revco Foundation

Contributions contact: , Secretary, The Revco Foundation

Phone: (216) 425-9811

Information year: 1980

Total contributions-all categories: \$350,000

Arts & culture: Total contributions, \$110,000; largest contribution, \$100,000; number of contributions, 4; number of requests, 30

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%; sales locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Prior to third Friday of each month

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Playhouse Square Foundation, museums

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications
- 2—Artistic merit, management capability
- 3—Support by other firms
- 4—Publicity value, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, board of directors
- 5—Employee involvement

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Board of Governors Award, 1979, for support of Palace Theatre

Rexham Corporation
90 Park Avenue
New York, NY 10016

Foundation/Trust:
Rexham Corporation Foundation

Contributions contact: Rubina Grosso,
Corporate Secretary

Phone: (212) 883-0915

Information year: 1981

Total contributions-all categories: \$100,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, plant locations, sales locations, giving primarily to areas where company has large investments

Non-home office contributions decisions: general managers

Annual report on contributions: No
Annual report planned: No

Best time to apply: None

Requirements for applications: IRS letter, information about the organization
Weeks required for full review and decisions: decisions made once a year

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: North Carolina Symphony, Arts and Science Council

Kinds of support normally considered: General operating expenses, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, matching grants, quality of applications, management capability
 - 5—Publicity value, support by other firms, support by foundations/government, size of audience, coordination with similar groups, artistic merit, board of directors
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R.J. Reynolds Industries, Inc.
P.O. Box 2959
Winston-Salem, NC 27102

Contributions contact: John L. Bacon, Assistant Secretary and Director, Corporate Contributions

Phone: (919) 773-5377

Information year: 1981

Total contributions-all categories: \$12,628,000

Arts & culture: Total contributions, \$1,446,000; largest contribution, \$500,000

Health & welfare: Total contributions, \$5,974,000; largest contribution, \$1,100,000

Education: Total contributions, \$3,497,000; largest contribution, \$400,000

Civic: Total contributions, \$427,000; largest contribution, \$72,100

Other: Total contributions, \$1,284,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: May

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement, qualifications of project leaders

Weeks required for full review and decisions: 6-18

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Winston-Salem (NC) Arts Council's Winston Square, Roger L. Stevens Performing Arts Center (Winston-Salem), North Carolina Dance Theatre, Kennedy Center, Smithsonian Institution

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, artistic merit, management capability, fit in with company's focus
- 2—Geographical location, publicity value, quality of applications, coordination with similar groups, board of directors
- 3—Support by other firms, support by foundations/government, size of audience
- 4—Matching grants
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a; corporate art program, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1981

Rhode Island Hospital Trust National Bank One Hospital Trust Plaza Providence, RI 02903

Contributions contact: Robert J. Tingle, Senior Vice President

Phone: (401) 278-8420

Information year: 1981

Total contributions-all categories: \$303,584

Arts & culture: Total contributions, \$18,650; largest contribution, \$5,000; number of contributions, 8

Health & welfare: Total contributions, \$182,350; largest contribution, \$135,500; number of contributions, 28

Education: Total contributions, \$73,814; largest contribution, \$15,000; number of contributions, 25

Civic: Total contributions, \$28,770; largest contribution, \$12,487; number of contributions, 13

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: State of Rhode Island, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: August-September

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: United Arts Fund of Rhode Island (now defunct), Rhode Island Philharmonic Orchestra, Providence Public Library, Ocean State Performing Arts Theatre, Providence Athenaeum

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Employee involvement, support by foundations/government, size of audience, quality of applications, management capability, board of directors
- 3—Geographical location, publicity value, support by other firms, matching grants, coordination with similar groups, artistic merit
- 4—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, small; in kind services and technical assistance, \$n/a

Robertshaw Controls Company Richmond, VA

Foundation/Trust:

Robertshaw Controls Charitable & Educational Foundation

P.O. Box 26544

1701 Byrd Avenue

Richmond, VA 23261

Contributions contact: Robert W. Pendergast, Vice President

Phone: (804) 281-0702

Information year: 1981

Total contributions-all categories: \$151,707

Arts & culture: Total contributions, \$2,900; largest contribution, \$1,000; number of contributions, 10

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 90%

Non-home office contributions decisions: Field, Home and field jointly

Annual report on contributions: No

Annual report planned: No

Application deadline: September 1

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums

Recent examples of arts contributions

recipients: Valentine Museum, Richmond Symphony

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Impact on local community

3—Geographical location

5—Employee involvement, publicity value, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$2,000; in kind services and technical assistance, \$n/a

A.H. Robins Company
1407 Cummings Drive
Richmond, VA 23220

Contributions contact: Robert J. Grey,
Manager, Corporate Contributions

Phone: (804) 257-2117

Information year: 1981

Total contributions-all categories: \$588,965

Arts & culture: Total contributions, \$30,050; largest contribution, \$10,000; number of contributions, 12

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 75%; plant locations, 25%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video

Recent examples of arts contributions

recipients: Richmond Symphony, Virginia Museum, Federated Arts Council, Richmond Ballet, WCVE (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, impact on local community, quality of applications, coordination with similar groups, artistic merit, management capability

2—Support by other firms, size of audience, board of directors

3—Employee involvement, gifts from individuals

4—Support by foundations/government

5—Publicity value, matching grants

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a; employee participation, \$750

Rock Island Refining Corporation
Indianapolis, IN

Foundation/Trust:
Rock Island Refining Foundation
P.O. Box 68007
Indianapolis, IN 46268

Contributions contact: Jerry O. Davis,
Manager, Public Affairs

Phone: (317) 872-3200

Information year: 1981

Total contributions-all categories: \$136,000

399

Arts & culture: Total contributions, \$7,300; largest contribution, \$3,000; number of contributions, 6

Health & welfare: Total contributions, \$25,250; largest contribution, \$12,500; number of contributions, 7

Education: Total contributions, \$51,000; largest contribution, \$13,960; number of contributions, 29

Civic: Total contributions, \$52,450; largest contribution, \$21,200; number of contributions, 32

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: city of Indianapolis and state of Indiana

Non-home office contributions decisions: Foundation board of trustees

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 13

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, national organizations, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Indianapolis Children's Museum, Indianapolis Symphony, Indiana State Museum, Indianapolis Museum of Art, Indianapolis Art League

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location

2—Impact on local community

3—Employee involvement

4—Matching grants, support by foundations/government, board of directors

5—Publicity value, support by other firms, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability

Rohm and Haas Company Independence Mall West Philadelphia, PA 19105

Contributions contact: Delbert S. Payne, Corporate Manager, Community Affairs

Phone: (215) 592-2863

Information year: 1981

Total contributions-all categories: \$1,356,424

Arts & culture: Total contributions, \$51,113; largest contribution, \$7,500

Health & welfare: Total contributions, \$430,571; largest contribution, \$322,281

Education: Total contributions, \$665,018; largest contribution, \$236,393 (matching gifts)

Civic: Total contributions, \$194,848; largest contribution, \$50,000

Other: Total contributions, \$14,874; largest contribution, \$2,500

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 1%; home office, 89%; plant locations, 9%; sales locations, 1%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Pennsylvania Academy of Fine Arts, Philadelphia Drama Guild, WHYY (Public Television), South Street Dance Company, Business Volunteers for the Arts

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by foundations/government, size of audience, quality of applications, artistic merit, management capability, board of directors
- 2—Publicity value, coordination with similar groups
- 3—Support by other firms, matching grants
- 4—Employee involvement
- 5—Gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

Rohr Industries, Inc.
P.O. Box 878
Chula Vista, CA 92012

Contributions contact: L.I. Peeples, Director, Corporate Public Affairs

Phone: (714) 575-2808

Information year: 1980

Total contributions-all categories: \$141,000

Arts & culture: Total contributions, \$138,000; largest contribution, \$16,250

Geographic areas encompassed by arts contributions: National, 5%; home office, 80%; plant locations, 15%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter, application form, board list

Weeks required for full review and decisions: est. 3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, national organizations, performing arts, public TV/radio

Recent examples of arts contributions recipients: San Diego State University (NOVA series), COMBO, Old Globe Theatre, San Diego Aerospace Museum, San Diego Historical Society

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement
- 2—Geographical location, quality of applications
- 3—Management capability, board of directors
- 4—Publicity value, support by other firms, coordination with similar groups, artistic merit
- 5—Matching grants, support by foundations/government, size of audience, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Roper Corporation
P.O. Box 867
1905 West Court Street
Kankakee, IL 60901

Foundation/Trust:
Roper Foundation

Contributions contact: Robert N. Patterson,
President, Foundation

Phone: (815) 937-6180

Information year: 1981

Total contributions-all categories: \$217,553

Arts & culture: Total contributions, \$5,750;
largest contribution, \$3,000; number of
contributions, 5

Health & welfare: Total contributions,
\$118,324; largest contribution, \$32,500;
number of contributions, 37

Education: Total contributions, \$64,933; largest
contribution, \$42,973; number of contributions,
31

Civic: Total contributions, \$17,063; largest
contribution, \$4,062

Other: Total contributions, \$11,483

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, 25%; plant
locations, 75%

Non-home office contributions decisions:
Foundation Board of Directors

Annual report on contributions: No
Annual report planned: No

Best time to apply: Before November 15
Written guidelines available: No

Requirements for applications: Complete
budget, IRS letter, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Community arts, performing arts,
public TV/radio, theater, symphony/chamber
orchestra, film/video

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community, employee
involvement
- 3—Coordination with similar groups, artistic
merit, management capability
- 4—Geographical location, publicity value, size
of audience, quality of applications, board
of directors
- 5—Support by other firms, matching grants,
support by foundations/government, gifts
from individuals

Arts support other than contributions: In kind
services and technical assistance, \$n/a

Rorer Group Inc.
500 Virginia Drive
Fort Washington, PA 19034

Contributions contact: Joseph H. Parsons, Jr.,
Assistant Vice President

Phone: (215) 628-6372

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, 9%;
largest contribution, \$1,000; number of
contributions, 11

Health & welfare: Total contributions, 47%

Education: Total contributions, 18%

Civic: Total contributions, 25%

Other: Total contributions, 1%

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: January-March

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: maximum 12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: art museum, ballet, orchestra, music festival, drama guild

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Impact on local community

2—Geographical location, support by other firms, gifts from individuals, artistic merit, management capability, board of directors

3—Employee involvement, matching grants, size of audience, quality of applications, coordination with similar groups

4—Support by foundations/government

5—Publicity value

Arts support other than contributions: In kind services and technical assistance, \$n/a

The Rouse Company Columbia, MD 21044

Contributions contact: Becky Hannum,
Coordinator, Art in the Marketplace

Phone: (301) 992-6337

Information year: 1982

Total contributions-all categories: n/a
(information is for Art in the Marketplace only)

Arts & culture: Total contributions, \$130,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 100%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera, storytelling

Recent examples of arts contributions

recipients: Since December 1977, 35 projects in 33 Rouse retail centers; program includes five categories—Museums in the Mall, Music Programs, Art in Public Spaces, Special Opportunities, and Linkage Programs—and Artists in Residence, a new pilot program in association with state arts agencies

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects, consider support only for projects designed for Rouse retail centers

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, impact on local community, matching grants, quality of applications, artistic merit, Value to Rouse retail centers

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1966, 1978, 1979, 1981

Rubbermaid Incorporated
1147 Akron Road
Wooster, OH 44691

Contributions contact: Gladys J. Franks,
Executive Assistant

Phone: (216) 264-6464

Information year: 1981

Total contributions-all categories: \$186,000

Arts & culture: Total contributions, \$5,000

Health & welfare: Total contributions, \$89,000

Education: Total contributions, \$79,000

Civic: Total contributions, \$1,000

Other: Total contributions, \$12,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Plant locations

Non-home office contributions decisions: Plant locations

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, theater, symphony/chamber orchestra, film/video, opera, arts support is entirely local

Recent examples of arts contributions recipients: Ohio Light Opera Company, Caldwell Playhouse

Kinds of support normally considered: Special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, quality of applications, management capability

2—Employee involvement, support by other firms, artistic merit, board of directors

3—Size of audience, coordination with similar groups

4—Publicity value, gifts from individuals

5—Matching grants, support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$1,000

Ruder Finn & Rotman, Inc.
110 East 59th Street
New York, NY 10022

Contributions contact: David Finn, Chairman of the Board

Phone: (212) 593-6300

Information year: 1981

Total contributions-all categories: \$14,010

Arts & culture: Total contributions, \$3,920; largest contribution, \$1,000; number of contributions, 13

Health & welfare: Total contributions, \$1,915; largest contribution, \$1,500; number of contributions, 8

Education: Total contributions, \$3,635; largest contribution, \$1,000; number of contributions, 7

Civic: Total contributions, \$3,100; largest contribution, \$1,500; number of contributions, 7

Other: Total contributions, \$1,440

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 50%; home office, 30%; branch offices, 20%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No
Best time to apply: None
Written guidelines available: No
Requirements for applications: Narrative/letter

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Metropolitan Museum of Art, Business Committee for the Arts, New Rochelle Council on the Arts, The MacDowell Colony, National Ballet of Canada

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)
1—Impact on local community, employee involvement

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1972, For support of 'From Within' prison art exhibition

Rushmore Mutual Life Insurance Company
P.O. Box 1320
625 Ninth Street
Rapid City, SD 57709

Contributions contact: R.H. David, Vice President, Secretary and Treasurer

Phone: (605) 342-6600

Information year: 1981

Total contributions-all categories: \$7,500

Arts & culture: Total contributions, \$900; largest contribution, \$500; number of contributions, 3

Health & welfare: Total contributions, \$170; largest contribution, \$100; number of contributions, 2

Education: Total contributions, \$600; largest contribution, \$600; number of contributions, 1

Civic: Total contributions, \$2,000; largest contribution, \$2,000; number of contributions, 1

Other: Total contributions, \$3,800

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: state of South Dakota, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Fall
Written guidelines available: Yes

Requirements for applications: n/a

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, performing arts, public TV/radio, symphony/chamber orchestra

Recent examples of arts contribution recipients: Allied Arts Fund, South Dakota Public Broadcasting

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)
1—Geographical location, impact on local community, artistic merit, management capability
2—Employee involvement, publicity value, size of audience, board of directors
3—Support by other firms, quality of applications, gifts from individuals
4—Support by foundations/government, coordination with similar groups
5—Matching grants

Russ Togs Incorporated
1411 Broadway
New York, NY 10018

Foundation/Trust:
Russ Togs Foundation

Contributions contact: Eli L. Rouso, President

Phone: (212) 354-0700

Information year: 1982

Total contributions-all categories: n/a (priority of giving: health & welfare, arts & culture, education)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions: President

Annual report on contributions: No

Annual report planned: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: General operating, expenses, capital projects, commissions to artists, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, quality of applications, artistic merit, management capability, board of directors
 - 2—Employee involvement
 - 5—Geographical location, publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups
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Ryder System, Inc.
P.O. Box 520816
Miami, FL 33152

Contributions contact: W. Arthur Stone, Director, Public Affairs

Phone: (305) 593-3180

Information year: 1981

Total contributions-all categories: \$300,000

Arts & culture: Total contributions, \$60,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 5%; home office, 84%; sales locations, 1%; division headquarters cities, 10%

Non-home office contributions decisions: Field, occasionally jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, board list, audited statement
Weeks required for full review and decisions: Minimum 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement, support by foundations/government, quality of applications, gifts from individuals, artistic merit, management capability
- 2—Board of directors
- 3—Impact on local community, publicity value, size of audience
- 5—Support by other firms, matching grants

Arts support other than contributions: Project support through advertising/public relations, \$n/a

SCM Corporation

299 Park Avenue
New York, NY 10171

Contributions contact: G.F. Stoddard, Vice President, Corporate Communications

Phone: (212) 909-7546

Information year: 1981

Total contributions-all categories: \$740,388

Arts & culture: Total contributions, \$129,700; largest contribution, \$75,000; number of contributions, 12; number of requests, 100

Health & welfare: Total contributions, \$266,561

Education: Total contributions, \$111,335

Civic: Total contributions, \$56,988

Other: Total contributions, \$174,804

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 100%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Late winter and/or early spring

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums

Recent examples of arts contributions recipients: Museum of Modern Art, Metropolitan Museum of Art, American Federation of Arts, Corcoran Gallery of Art, San Francisco Museum of Modern Art

Kinds of support normally considered: Special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Publicity value, support by foundations/government, artistic merit
- 2—Geographical location, matching grants, size of audience
- 3—Impact on local community, employee involvement, quality of applications, management capability
- 5—Support by other firms, gifts from individuals, coordination with similar groups, board of directors

Local or national awards received for arts support: Encore Award, 1975

SPS Technologies

Jenkintown, PA

Foundation/Trust:
SPS Foundation
Highland Avenue
Jenkintown, PA 19046

Contributions contact: R.M. Groves, Chairman of the Gifts Committee, Foundation

Phone: (215) 572-3427

Information year: 1979

Total contributions-all categories: \$100,000

407

Arts & culture: Total contributions, \$5,000; largest contribution, \$500; number of contributions, 4; number of requests, 25

Health & welfare: Total contributions, \$4,400; largest contribution, \$3,000; number of contributions, 6

Education: Total contributions, \$16,825; largest contribution, \$7,500; number of contributions, 14

Civic: Total contributions, \$48,635; largest contribution, \$30,000; number of contributions, 26

Other: Total contributions, \$3,557

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 75%; plant locations, 25%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 2-3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Philadelphia Orchestra, Philadelphia Museum of Art, Philadelphia Drama Guild, Festival of Arts, Academy of Natural Sciences

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, size of audience, quality of applications

3—Employee involvement

5—Matching grants

SAFECO Insurance Companies

SAFECO Plaza

Seattle, WA 98185

Contributions contact: Mary B. Malarkey, Assistant Vice President

Phone: (206) 545-5289

Information year: 1981

Total contributions-all categories: \$2,414,997

Arts & culture: Total contributions, \$283,626; number of contributions, 106; number of requests, 168

Health & welfare: Total contributions, \$1,363,972; number of contributions, 440; number of requests, 517

Education: Total contributions, \$483,907; number of contributions, 125; number of requests, 172

Civic: Total contributions, \$255,674; number of contributions, 91; number of requests, 138

Other: Total contributions, \$27,818; number of contributions, 23; number of requests, 36

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 1%; home office, 82%; plant locations, 17%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Intiman Theatre Company (Seattle), Corporate Council for the Arts (Seattle), Pantages Center (Tacoma), Seattle Center Theatre Fund, Business Volunteers for the Arts

Kinds of support normally considered: Capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, support by other firms, quality of applications, gifts from individuals, artistic merit
- 2—Geographical location, employee involvement, publicity value, matching grants, size of audience, coordination with similar groups, management capability, board of directors
- 5—Support by foundations/government

Arts support other than contributions: In kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1981

St. Joseph Light and Power Company 520 Francis Street St. Joseph, MO 64502

Contributions contact: Robert L. Slater, Vice President, Public Affairs

Phone: (816) 233-8888

Information year: 1981

Total contributions-all categories: \$3,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, performing arts

Recent examples of arts contributions recipients: Albrecht Art Gallery, Allied Arts Council of St. Joseph, St. Joseph Symphony Society, St. Joseph Community Concert Association

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, comparison with competitors

The St. Paul Companies, Inc. 385 Washington Street St. Paul, MN 55102

Contributions contact: Polly Nyberg, Grants Administrator

Phone: (612) 221-7875

Information year: 1981

Total contributions-all categories: \$2,627,060

Arts & culture: Total contributions, \$485,135; largest contribution, \$106,000; number of contributions, 24

Health & welfare: Total contributions, \$938,778; largest contribution, \$184,800; number of contributions, 42

Education: Total contributions, \$662,365; largest contribution, \$103,185; number of contributions, 39

Civic: Total contributions, \$414,610; largest contribution, \$62,404; number of contributions, 27

Other: Total contributions, \$126,172

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 98%; plant locations, 2%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: By October

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 8-16

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera, arts support limited to state of Minnesota

Recent examples of arts contributions recipients: United Arts Fund, Twin Cities Public Television, Guthrie Theater, Children's Theater Company and School, Minnesota Opera Company

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of application, artistic merit, management capability
- 2—Size of audience, coordination with similar groups, board of directors
- 3—Employee involvement, support by other firms, support by foundations/government
- 4—Publicity value, matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Silver Award, for 'The National Health Quiz' received jointly with KERA-TV from the International Film-on-TV Festival in New York

Salt River Project

P.O. Box 1980
Phoenix, AZ 85001

Contributions contact: Daniel J. Scarpone, Supervisor, Corporate Contributions

Phone: (602) 273-5298

Information year: 1981

Total contributions-all categories: \$289,000

Arts & culture: Total contributions, \$17,600; largest contribution, \$2,000; number of contributions, 6; number of requests, 20

Health & welfare: Total contributions, \$173,700; largest contribution, \$50,000; number of contributions, 35; number of requests, 60

Education: Total contributions, \$42,700; largest contribution, \$20,000; number of contributions, 15; number of requests, 30

Civic: Total contributions, \$35,400; largest contribution, \$3,000; number of contributions, 20; number of requests, 25

Other: Total contributions, \$19,600; largest contribution, \$1,000; number of contributions, 15; number of requests, 50

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 2-3

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Phoenix Art Museum, Heard Museum, Museum for Youth, Arizona Humanities Council, Phoenix Symphony

Kinds of support normally considered: Capital projects, commissions to artists, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, support by other firms, coordination with similar groups, management capability
- 3—Employee involvement, publicity value, matching grants, support by foundations/government, size of audience, quality of applications, artistic merit, board of directors
- 4—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$25,000; in kind services and technical assistance, \$15,000

San Diego Gas & Electric Company

101 Ash Street

San Diego, CA 92101

Contributions contact: Otto A. Hirr, Assistant to the Chairman

Phone: (714) 232-4252 x1606

Information year: 1982

Total contributions-all categories: \$400,000 (est.)

Arts & culture: Total contributions, \$18,000 (est.); largest contribution, \$15,000; number of contributions, est. 6; number of requests, est. 15

Health & welfare: Total contributions, \$185,000; largest contribution, \$175,000 (United Way); number of contributions, est. 8; number of requests, est. 30

Education: Total contributions, \$15,000; largest contribution, \$5,700; number of contributions, 10-12; number of requests, est. 30

Civic: Total contributions, \$20,000; largest contribution, \$15,000; number of contributions, est. 12

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 5%; sales locations, 5%

Non-home office contributions decisions: Home, Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: 2

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts

Recent examples of arts contributions recipients: COMBO (Federated Arts Foundation), small contributions to a variety of groups

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, size of audience, quality of applications, management capability
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, artistic merit, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$1,000 (est.); in kind services and technical assistance, \$1,000 (est.)

Santa Fe Industries, Inc. Chicago, IL

Foundation/Trust:

Santa Fe Industries Foundation, Inc.

224 South Michigan Avenue
Chicago, IL 60604

Contributions contact: John C. Davis,
President

Phone: (312) 427-4900

Information year: 1981

Total contributions-all categories: \$1,491,393

Arts & culture: Total contributions, \$130,500; largest contribution, \$25,000; number of contributions, 55

Health & welfare: Total contributions, \$574,900; largest contribution, \$155,000; number of contributions, 233

Education: Total contributions, \$543,120; largest contribution, \$51,747; number of contributions, 70

Civic: Total contributions, \$133,925; largest contribution, \$10,000; number of contributions, 52

Other: Total contributions, \$100,297; largest contribution, \$5,900; number of contributions, 165

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 50%; communities served by operating companies, 50%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Application deadline: Quarterly (August 1 for major grants and new requests)

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Mid-America Arts Alliance, Art Institute of Chicago, Chicago City Ballet, Dallas Museum of Fine Arts

Kinds of support normally considered: General operating expenses, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Support by other firms, support by foundations/government, artistic merit, management capability
- 3—Publicity value, size of audience, board of directors
- 4—Employee involvement, matching grants, quality of applications
- 5—Gifts from individuals, coordination with similar groups

Schering-Plough Corporation Kenilworth, NJ

Foundation/Trust:

**Schering-Plough Foundation, Inc.
Galloping Hill Road
Kenilworth, NJ 07033**

Contributions contact: John T. Fogarty,
Secretary

Information year: 1981

Total contributions-all categories: \$961,386

Arts & culture: Total contributions, \$99,500;
largest contribution, \$20,000 (capital gift);
number of contributions, 25

Health & welfare: Total contributions,
\$142,500; largest contribution, \$25,000;
number of contributions, 12

Education: Total contributions, \$538,600;
largest contribution, \$50,000; number of
contributions, 45

Other: Total contributions, \$180,786 (\$1,500 to
Foundation Center, \$179,286 matching gifts to
education and hospital); number of
contributions, 696 (matching gifts)

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations

Annual report on contributions: Yes

Written guidelines available: No

Requirements for applications: Narrative/letter,
IRS letter, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, museums, public
TV/radio, symphony/chamber orchestra,
dance, opera, libraries

Recent examples of arts contributions

recipients: Paper Mill Playhouse (Millburn, NJ),
Lincoln Center, New Jersey Symphony
Orchestra (Newark), Friends of the New
Jersey State Museum (Trenton), Arkansas Arts
Center (Little Rock)

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location
-
-

Scholastic, Inc. 50 West 44 Street New York, NY 10036

Contributions contact: Frank W. Cass,
Director, Scholastic Art Awards

Phone: (212) 944-7700

Information year: 1982

Total contributions-all categories: \$185,000

Arts & culture: Total contributions, \$160,000;
largest contribution, \$160,000

**Geographic areas encompassed by arts
contributions:** National, 100%

Non-home office contributions decisions:
Home

Annual report on contributions: Yes

ARTS SUPPORT

Recent examples of arts contributions recipients: Over 1,800 high school awards

Kinds of support normally considered: Corporate art purchases, high school art, photography and writing awards

Scott Paper Company
Scott Plaza I
Philadelphia, PA 19113

Foundation/Trust:
Scott Paper Company
Foundation

Contributions contact: Cynthia D. Giroud,
Contributions Administrator

Phone: (215) 521-5000

Information year: 1981

Total contributions-all categories: \$1,000,000
(est.)

Arts & culture: Total contributions, \$27,200;
largest contribution, \$10,000; number of
contributions, 17

Health & welfare: Total contributions,
\$231,341; largest contribution, \$40,000;
number of contributions, 38

Education: Total contributions, \$395,662;
largest contribution, \$25,000; number of
contributions, 61

Civic: Total contributions, \$100,152; largest
contribution, \$12,000; number of contributions,
36

Other: Total contributions, \$337,783 (United
Way, international, dinners and product
donations)

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 10%; home office,
57%; plant locations, 28%; sales locations, 5%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
6-8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, visual
arts/crafts

**Recent examples of arts contributions
recipients:** Franklin Institute, Boston Museum
of Fine Art, Pennsylvania Ballet, Philadelphia
Museum of Art, Philadelphia Orchestra

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, quality of applications
- 2—Employee involvement, size of audience,
artistic merit, management capability,
board of directors
- 3—Publicity value, support by other firms,
coordination with similar groups
- 5—Matching grants, support by
foundations/government, gifts from
individuals

Arts support other than contributions: In kind
services and technical assistance, \$n/a

Seaboard Surety Company
90 William Street
New York, NY 10038

Contributions contact: Robert P. Scaglione,
President

Phone: (212) 943-7440

Information year: 1980

Total contributions-all categories: \$18,000 (not
including \$3,000 Scholarship Fund)

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a

Education: Total contributions, n/a

Civic: Total contributions, n/a

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, audited statement

Weeks required for full review and decisions:
10

G.D. Searle and Company
P.O. Box 1045
Skokie, IL 60076

Contributions contact: Susan Sittnick, Manager,
Public Relations

Phone: (312) 982-7697

Information year: 1981

Total contributions-all categories: \$265,800

**Geographic areas encompassed by arts
contributions:** National, 5%; home office, 90%;
plant locations, 5%

Non-home office contributions decisions:
Home and field jointly

Best time to apply: Before September

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list

Weeks required for full review and decisions:
10-12

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, literature, museums,
performing arts, public TV/radio

**Recent examples of arts contributions
recipients:** Museum of Contemporary Art
(Chicago), Lincoln Center, Kennedy Center,
National Corporate Fund for Dance, Chicago
Historical Society

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts, endowments

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location
- 2—Impact on local community, size of
audience, quality of applications, artistic
merit, management capability
- 3—Publicity value, support by other firms,
support by foundations/government, board
of directors
- 4—Employee involvement, matching grants,
gifts from individuals, coordination with
similar groups

Arts support other than contributions: Project
support through advertising/public relations,
\$20,000; in kind services and technical
assistance, \$20,000

**Local or national awards received for arts
support:** WTTW Award, 1973-1980

Seattle First National Bank
P.O. Box 3586
Seattle, WA 98124

Foundation/Trust:
Seafirst Foundation

Contributions contact: Patricia Gordon,
Assistant Vice President

Phone: (206) 583-4100

Information year: 1981

Total contributions-all categories: \$1,096,000

Arts & culture: Total contributions, \$109,000;
largest contribution, \$51,750

Health & welfare: Total contributions,
\$109,000; largest contribution, \$35,000

Education: Total contributions, \$304,688

Civic: Total contributions, \$137,000; largest
contribution, \$75,000

Other: Total contributions, \$435,112

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, 75%; plant
locations, 25%

Non-home office contributions decisions: Field,
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
4-6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, visual
arts/crafts

**Recent examples of arts contributions
recipients:** Seattle Repertory Theatre,
Corporate Council for the Arts

Kinds of support normally considered: Capital
projects, corporate art purchases, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, coordination with similar
groups, artistic merit, management
capability
- 2—Employee involvement, size of audience,
self-sufficiency
- 3—Quality of applications, board of directors
- 4—Support by other firms, matching grants
- 5—Publicity value, support by
foundations/government, gifts from
individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$15,000 (est.); in kind services and technical
assistance, \$10,000 (est.); corporate art
collection, \$n/a

Seattle Trust and Savings
804 Second Avenue
Seattle, WA 98104

Contributions contact: Robert R. Hunt,
Corporate Secretary

Phone: (206) 223-2033

Information year: 1980

Total contributions-all categories: \$125,085

Arts & culture: Total contributions, \$36,265;
largest contribution, \$31,565; number of
contributions, 13

Health & welfare: Total contributions, \$46,728; largest contribution, \$37,595 (United Way); number of contributions, 18

Education: Total contributions, \$21,712; largest contribution, \$5,169; number of contributions, 43

Civic: Total contributions, \$17,930; largest contribution, \$2,500; number of contributions, 55

Other: Total contributions, \$2,450

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 10%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: Before November for following year

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list

Weeks required for full review and decisions: 6-8, capital request 8-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Seattle Symphony, Seattle Repertory Theater, Seattle Art Museum, Puget Sound Maritime Museum, Project for Public Spaces

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Employee involvement, support by other firms, size of audience, quality of applications, board of directors
- 3—Publicity value, coordination with similar groups
- 4—Matching grants, gifts from individuals
- 5—Support by foundations/government

Arts support other than contributions: Seattle Trust Guest Artists Program,

Local or national awards received for arts support: Business in the Arts Award, 1981, for Seattle Trust Guest Artists Program; King County Arts Commission Award, 1981, for Seattle Trust Guest Artists Program

Security Pacific National Bank
P.O. Box 2097, Terminal Annex
333 South Hope Street
Los Angeles, CA 90051

Foundation/Trust:
Security Pacific Charitable Foundation

Contributions contact: Carol E. Taufer, President, Foundation

Phone: (213) 613-6688

Information year: 1981

Total contributions-all categories: \$3,217,668

Arts & culture: Total contributions, \$766,867; largest contribution, \$100,000; number of contributions, 177

Health & welfare: Total contributions, \$1,517,210; largest contribution, \$675,000; number of contributions, 286

Education: Total contributions, \$588,743; largest contribution, \$37,500; number of contributions, 268

Civic: Total contributions, \$239,431; largest contribution, \$20,000; number of contributions, 82

Other: Total contributions, \$105,417; largest contribution, \$20,000; number of contributions, 41

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 5%; state of California, 95%

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, statement of non-discrimination

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Los Angeles County Museum of Art, Sacramento Symphony Association, KUSC (Public Radio), San Francisco Performing Arts Association

Kinds of support normally considered: General operating expenses, capital projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Employee involvement, support by other firms, coordination with similar groups, board of directors
- 3—Size of audience, quality of applications, artistic merit
- 4—Publicity value, support by foundations/government
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1980

Sentinel Star Company Orlando, FL

Foundation/Trust:
Sentinel Star Charities Inc.
633 North Orange Avenue
Orlando, FL 32802

Contributions contact: Hartwell Conklin, Secretary

Phone: (305) 420-5593

Information year: 1981

Total contributions-all categories: \$151,341

Arts & culture: Total contributions, 20.5%

Health & welfare: Total contributions, 5.6%

Education: Total contributions, 32.2%

Civic: Total contributions, 40.9%

Other: Total contributions, .8%

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home, Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions:

4

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio

Recent examples of arts contributions

recipients: Orlando Presents Series, Florida Symphony, Loch Haven Art Center, Southern Ballet Theatre, Central Florida Civic Theatre

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms, size of audience, artistic merit, management capability, board of directors
- 2—Support by foundations/government, coordination with similar groups
- 3—Matching grants, quality of applications, gifts from individuals
- 4—Employee involvement, publicity value

Arts support other than contributions: Project support through advertising/public relations, \$150,000

Shaklee Corporation

444 Market Street
Shaklee Terraces
San Francisco, CA 94111

Contributions contact: Karin Topping,
Community Relations Administrator

Phone: (415) 954-2007

Information year: 1981

Total contributions-all categories: \$540,000

Arts & culture: Total contributions, \$300,000; largest contribution, \$30,000; number of contributions, 60

Health & welfare: Total contributions, \$90,000; largest contribution, \$35,000; number of contributions, 20

Education: Total contributions, \$85,000; largest contribution, \$25,000; number of contributions, 15

Civic: Total contributions, \$55,000; largest contribution, \$18,500; number of contributions, 10

Other: Total contributions, \$10,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 20%; home office, 75%; plant locations, 5%

Non-home office contributions decisions: Home, home and plant director

Annual report on contributions: No

Annual report planned: Yes; for 1982

Best time to apply: After October

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement, fundraising strategies, literature, brochures

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: San Francisco Opera, San Francisco Council for Performing Arts, KQED (Public Television), National Symphony, DeYoung Museum

Kinds of support normally considered: General operating expenses, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Publicity value, quality of applications, artistic merit, management capability, board of directors
- 3—Employee involvement, support by other firms, matching grants, support by foundations/government, size of audience, coordination with similar groups
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Shell Oil Company Houston, TX

**Foundation/Trust:
Shell Companies Foundation,
Inc.**

**P.O. Box 2099
Two Shell Plaza
Houston, TX 77001**

Contributions contact: Doris J. O'Connor,
Senior Vice President

Phone: (713) 241-3616

Information year: 1981

Total contributions-all categories: \$13,232,301

Arts & culture: Total contributions, \$2,074,825; largest contribution, \$1,263,000; number of contributions, 135

Health & welfare: Total contributions, \$3,199,619; largest contribution, \$500,000; number of contributions, 108

Education: Total contributions, \$6,887,474; largest contribution, \$796,600; number of contributions, 3,520

Civic: Total contributions, \$620,283; largest contribution, \$35,000; number of contributions, 77

Other: Total contributions, \$450,100; number of contributions, 41

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 26%; home office, 13%; field locations, 9%; education, 52%

Non-home office contributions decisions: Home, Board of Directors for Foundation grants

Annual report on contributions: Yes

Best time to apply: September
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 4-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: American Association of Museums, American Council for the Arts, Houston Grand Opera, 'Kennedy Center Tonight' (Public Television Series), Combined Arts Corporate Campaign (Houston)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Size of audience
- 3—Employee involvement, publicity value, quality of applications, board of directors
- 4—Support by other firms
- 5—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: Senior managers on various arts group boards, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1979, 1980, 1981

Sherex Chemical Company, Inc.

**P.O. Box 646
5777 Frantz Road
Dublin, OH 43017**

Contributions contact: J.F. McGann, Chairman, Contribution Committee

Phone: (614) 764-6589

Information year: 1980

Total contributions-all categories: \$13,169

Arts & culture: Total contributions, \$1,995; largest contribution, \$1,000; number of contributions, 5; number of requests, 5

Health & welfare: Total contributions, \$5,515; largest contribution, \$2,743; number of contributions, 12; number of requests, 12

Education: Total contributions, \$3,431; largest contribution, \$1,500; number of contributions, 21; number of requests, 21

Civic: Total contributions, \$2,228; largest contribution, \$1,500; number of contributions, 30; number of requests, 30

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 85%; plant locations, 10%; sales locations, 5%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: First quarter
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, board list, contributors list
Weeks required for full review and decisions: 8-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Columbus Association Performing Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, management capability
 - 2—Employee involvement, size of audience, quality of applications, coordination with similar groups, artistic merit
 - 3—Impact on local community, support by other firms, support by foundations/government, gifts from individuals, board of directors
 - 5—Publicity value, matching grants
-

The Sherwin-Williams Company Cleveland, OH

Foundation/Trust:
The Sherwin-Williams Foundation
**101 Prospect Avenue, NW
Cleveland, OH 44115**

Contributions contact: Velma S. Whieldon, Administrator, Corporate Contributions

Phone: (216) 566-2511

Information year: 1981

Total contributions-all categories: \$299,695

Arts & culture: Total contributions, \$27,750; largest contribution, \$10,000; number of contributions, 13

Health & welfare: Total contributions, \$157,205; largest contribution, \$53,350; number of contributions, 58

Education: Total contributions, \$100,190; largest contribution, \$20,000; number of contributions, 32 (not including matching gifts)

Civic: Total contributions, \$14,550; largest contribution, \$5,000; number of contributions, 15

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Quarterly

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions: 26

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Playhouse Square Foundation, Cleveland Playhouse, Musical Arts Association, Great Lakes Shakespeare Association, Cleveland Opera

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, artistic merit, management capability
- 2—Coordination with similar groups, board of directors
- 4—Support by other firms
- 5—Publicity value, matching grants, support by foundations/government, size of audience, gifts from individuals

Signode Corporation

3600 West Lake Avenue
Glenview, IL 60025

Foundation/Trust: **Signode Foundation**

Contributions contact: Linda J. Noyle,
Director, Community Affairs

Phone: (312) 273-5180

Information year: 1981

Total contributions-all categories: \$327,000

Arts & culture: Total contributions, \$24,907

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, visual arts/crafts

Kinds of support normally considered: General operating expenses, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement

**Simmonds Precision
Products, Inc.**
150 White Plains Road
Tarrytown, NY 10591

Contributions contact: Howard F. Matus, Vice
President, Corporate Relations

Phone: (914) 631-7500

Information year: 1981

Total contributions-all categories: \$67,000

Arts & culture: Total contributions, \$25,000;
largest contribution, \$9,000; number of
contributions, 4

Health & welfare: Total contributions, \$8,000;
largest contribution, \$2,000; number of
contributions, 5

Education: Total contributions, \$20,000; largest
contribution, \$5,000; number of contributions,
15

Civic: Total contributions, \$14,000; largest
contribution, \$4,000; number of contributions,
10

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 55%; plant
locations, 45%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
application form
Weeks required for full review and decisions:
3

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, public TV/radio, film/video

**Recent examples of arts contributions
recipients:** Lincoln Center, Masterwork Music
and Art Foundation, Vermont Educational TV,
Vermont Public Radio

Kinds of support normally considered: Capital
projects, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement
- 2—Quality of applications, artistic merit
- 3—Management capability, board of directors
- 5—Publicity value, support by other firms,
matching grants, support by
foundations/government, size of audience,
gifts from individuals, coordination with
similar groups

Arts support other than contributions: Project
support through advertising/public relations,
\$500

Simpson Timber Company
900 Fourth Avenue
Seattle, WA 98164

Foundation/Trust:
Matlock Foundation

Contributions contact: Joseph L. Leitzinger,
Vice President, Public Affairs

Phone: (206) 292-5193

Information year: 1981

Total contributions-all categories: \$541,964

Arts & culture: Total contributions, \$129,932;
largest contribution, \$49,500; number of
contributions, 47

Health & welfare: Total contributions,
\$245,742; largest contribution, \$42,410;
number of contributions, 110

Education: Total contributions, \$99,060; largest
contribution, \$10,000; number of contributions,
87

Civic: Total contributions, \$18,080; largest
contribution, \$6,800; number of contributions,
8

Other: Total contributions, \$49,150; largest contribution, \$25,000; number of contributions, 10

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 26%; home office, 38%; plant locations, 29%; state of Washington, 7%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: First quarter of the calendar year

Written guidelines available: Yes

Requirements for applications: Complete budget, IRS letter, application form, board list

Weeks required for full review and decisions: 3 if submitted 2 weeks prior to meeting

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Corporate Council for the Arts (Puget Sound), Cornish Institute, Oregon Repertory Singers, ACT (A Contemporary Theatre), Bellevue Art Museum

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location

2—Impact on local community, management capability

3—Employee involvement, matching grants, size of audience, quality of applications, artistic merit, board of directors

4—Publicity value, support by other firms, support by foundations/government

5—Gifts from individuals, coordination with similar groups

Arts support other than contributions:

Underwriting theatre renovation loan, \$n/a

Sonesta International Hotels Corporation

**200 Clarendon Street
Boston, MA 02116**

Foundation/Trust:

**Sonesta Charitable Foundation,
Inc.**

Contributions contact: Irma Mann, Vice President, Marketing

Phone: (617) 421-5400

Information year: 1981

Total contributions-all categories: \$58,000

Arts & culture: Total contributions, \$7,000; number of contributions, 12

Health & welfare: Total contributions, \$32,800; largest contribution, \$15,300; number of contributions, 29

Education: Total contributions, \$10,200; number of contributions, 19

Civic: Total contributions, \$2,100; number of contributions, 17

Other: Total contributions, \$5,900; number of contributions, 11

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 52%; sales locations, 48%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: Maximum 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Institute of Contemporary Art, Cambridge Arts Council, Boston Ballet, Berkshire Music Center, Boston Theatre Projects

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Quality of applications, artistic merit
- 2—Management capability
- 3—Geographical location, impact on local community, board of directors
- 4—Employee involvement, publicity value, support by other firms, coordination with similar groups
- 5—Matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$12,000; in kind services and technical assistance, \$2,000

Sonoco Products Company

North Second Street
Hartsville, SC 29550

Contributions contact: R. Bruce Copeland, Secretary, Corporate Contributions Committee and Director, Advertising and Public Relations

Phone: (803) 383-7000

Information year: 1981

Total contributions-all categories: \$293,000

Arts & culture: Total contributions, \$17,280 (not including branches); largest contribution, \$5,000; number of contributions, 12; number of requests, est. 16

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 10%

Non-home office contributions decisions: Field, Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: As early as possible

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: est. 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Arts and crafts program, Community Players

Kinds of support normally considered: Capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, employee involvement, support by foundations/government, size of audience, quality of applications, artistic merit, management capability, board of directors
- 3—Support by other firms, gifts from individuals
- 4—Matching grants, coordination with similar groups
- 5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1969, For community arts and crafts program

**South Carolina National
Bank**

**101 Greystone Boulevard
Columbia, SC 29226**

**Foundation/Trust:
SCN Charitable & Educational
Foundation**

**1241 Main Street
Columbia, SC 29205**

Contributions contact: Virginia M. Grose, Vice President

Phone: (803) 765-3756

Information year: 1981

Total contributions-all categories: \$510,568

Arts & culture: Total contributions, \$45,678; largest contribution, \$8,000; number of contributions, 104

Health & welfare: Total contributions, \$211,647; largest contribution, \$35,145; number of contributions, 286

Education: Total contributions, \$136,549; largest contribution, \$20,000; number of contributions, 163

Civic: Total contributions, \$79,510; largest contribution, \$16,000; number of contributions, 357

Other: Total contributions, \$37,184; largest contribution, \$25,000; number of contributions, 47

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 2%; home office, 48%; sales locations, 50%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list
Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: South Carolina Chamber Orchestra, The Kitani Foundation, Spoleto Festival USA

Kinds of support normally considered: Capital projects, commissions to artists, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, size of audience, artistic merit, management capability
- 2—Geographical location, employee involvement, publicity value, quality of applications
- 3—Coordination with similar groups, board of directors
- 4—Support by other firms, matching grants, gifts from individuals
- 5—Support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Governor's Award for Excellence in the Arts, 1978, Elizabeth O'Neill Verner Award

**South Central Bell
Telephone Company
600 North 19th Street
12th Floor
Birmingham, AL 35203**

Contributions contact: E.Q. Faust, Vice
President, Corporate and External Affairs

Phone: (205) 321-1056

Information year: 1981

Total contributions-all categories: \$1,619,903

Arts & culture: Total contributions, \$130,000;
largest contribution, \$35,000

Health & welfare: Total contributions,
\$953,962; largest contribution, \$82,000

Education: Total contributions, \$384,651;
largest contribution, \$20,000

Civic: Total contributions, \$151,290; largest
contribution, \$7,000

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 1%; five-state service
area, 99%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, contributors list
Weeks required for full review and decisions:
6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Birmingham Arts Alliance, New
Orleans Philharmonic, Jackson Ballet, Nashville
Fine Arts Center, Louisville Art Gallery

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community, support by
other firms, artistic merit, management
capability
- 2—Geographical location, employee
involvement, size of audience, quality of
applications
- 3—Matching grants, support by
foundations/government, gifts from
individuals
- 4—Coordination with similar groups, board of
directors
- 5—Publicity value

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

**Southeast Banking
Corporation
Miami, FL**

Foundation/Trust:
**Southeast Banking Corporation
Foundation
100 South Biscayne Boulevard
Miami, FL 33131**

Contributions contact: Robin Reiter, Director,
Foundation

Phone: (305) 577-3499

Information year: 1980

Total contributions-all categories: \$709,000

Arts & culture: Total contributions, 20%

Health & welfare: Total contributions, 50%

Education: Total contributions, 20%

Other: Total contributions, 10%

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations, primarily state of Florida

Non-home office contributions decisions: Home and field jointly, Board of Trustees of Foundation

Annual report on contributions: Yes

Best time to apply: September-October

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Player's State Theatre, WPBT (Public Television), Black Archives History and Research Foundation, Whitney Museum, Greater Miami Opera Association

Kinds of support normally considered: General operating expenses, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, quality of applications, artistic merit, management capability, board of directors, quality of project
- 2—Coordination with similar groups
- 3—Geographical location, employee involvement, support by foundations/government, size of audience
- 4—Publicity value, support by other firms, gifts from individuals
- 5—Matching grants

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1978, 1980, 1981, for ceramic project for burn patients; Sara T. Mattox Award, 1980, for support of art activities in the public schools; Governor's Award for Excellence in the Arts, 1976, 1979, 1981, for support of arts programming in Florida, State Touring Program

Southern California Gas Company

**P.O. Box 3249, Terminal Annex
ML 98
Los Angeles, CA 90051**

Contributions contact: Barbara Bathgate, Contributions Administrator

Phone: (213) 689-2149

Information year: 1981

Total contributions-all categories: \$1,350,000

Arts & culture: Total contributions, \$179,000; largest contribution, \$100,000

Health & welfare: Total contributions, \$594,000; largest contribution, \$398,000

Education: Total contributions, \$253,000; largest contribution, \$68,000

Civic: Total contributions, \$324,000; largest contribution, \$35,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; division locations, 10%

Non-home office contributions decisions: Field, Home and field jointly

Annual report on contributions: No

Annual report planned: Yes

Best time to apply: June of preceding year
Written guidelines available: No

Requirements for applications: Complete budget, IRS letter, board list, contributors list, audited statement, letter/narrative stating goals of program, subject and impact on community, project target audiences, timetable, number of people to be reached, project evaluation techniques and list of past organizational accomplishments

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Orange County Music Center, Music Center Unified Fund, Huntington Library, Los Angeles Music and Art School, Bilingual Foundation of the Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms, quality of applications, coordination with similar groups, artistic merit, management capability, board of directors
- 2—Employee involvement, size of audience, gifts from individuals
- 3—Matching grants, support by foundations/government
- 5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$168,000; in kind services and technical assistance, \$n/a; participation on boards and committees,

Southwest Forest Industries, Inc.

6225 North 24th Street
Phoenix, AZ 85016

Contributions contact: Edward J. Wren, Vice President, Public Affairs

Phone: (602) 956-6000

Information year: 1981

Total contributions-all categories: \$255,000

Arts & culture: Total contributions, \$67,000; largest contribution, \$5,000; number of contributions, 49; number of requests, 67

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Non-home office contributions decisions: Field, Home and field jointly

Annual report on contributions: No

Annual report planned: No

Application deadline: October 6

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Phoenix Symphony, Phoenix Art Museum, Heard Museum, Northern Arizona Museum, Arizona Opera

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Support by other firms, matching grants, quality of applications, management capability, board of directors
- 3—Size of audience, gifts from individuals, coordination with similar groups, artistic merit
- 5—Publicity value, support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$6,000; in kind services and technical assistance, \$10,000

Southwestern Bell Telephone Company
1010 Pine Street
Room 1212
St. Louis, MO 63101

Contributions contact: Stuart R. Trottmann, Jr., Vice President, Public Relations

Phone: (314) 247-8585

Information year: 1981

Total contributions-all categories: \$5,244,915

Arts & culture: Total contributions, \$476,627; largest contribution, \$70,500; number of contributions, 361; number of requests, est. 490

Health & welfare: Total contributions, \$3,067,808; largest contribution, \$325,000; number of contributions, 1,435; number of requests, est. 1,920

Education: Total contributions, \$1,128,590; largest contribution, \$90,000; number of contributions, 648; number of requests, est. 795

Civic: Total contributions, \$219,358; largest contribution, \$50,000; number of contributions, 430; number of requests, est. 530

Other: Total contributions, \$352,532; largest contribution, \$25,000; number of contributions, 572; number of requests, est. 895

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: states of Arkansas 4%; Kansas 6%; Missouri 34%; Oklahoma 10%; Texas 46%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Arkansas Arts Center Foundation, Music Theater of Wichita, St. Louis Art Museum, Allied Arts Foundation (Oklahoma City), Houston Symphony Society

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, support by other firms, size of audience, quality of applications, coordination with similar groups, artistic merit, management capability
- 2—Matching grants, gifts from individuals
- 3—Board of directors
- 4—Support by foundations/government
- 5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$7,090

Southwestern Life Insurance Company

**1807 Ross Avenue
Dallas, TX 75201**

Contributions contact: Robert E. Edwards, Vice President, Personnel

Phone: (214) 655-5401

Information year: 1982

Total contributions-all categories: \$369,000

Arts & culture: Total contributions, \$24,000; largest contribution, \$10,000; number of contributions, 6

Health & welfare: Total contributions, \$163,370; largest contribution, \$80,000; number of contributions, 28

Education: Total contributions, \$97,950; largest contribution, \$35,000; number of contributions, 11

Civic: Total contributions, \$19,400; largest contribution, \$6,000; number of contributions, 15

Other: Total contributions, \$64,780

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, sales locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: 2-3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, performing arts, symphony/chamber orchestra

Recent examples of arts contributions recipients: Dallas Symphony Orchestra, Dallas Summer Musicals, Dallas Museum of Fine Arts, Dallas Historical Society, Dallas Health and Science Museum

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
 - 2—Artistic merit, management capability
 - 3—Employee involvement, size of audience, quality of applications, coordination with similar groups, board of directors
 - 4—Publicity value, support by foundations/government, gifts from individuals
 - 5—Support by other firms, matching grants
-

Springs Industries, Inc.

**P.O. Box 70
Fort Mill, SC 29715**

Contributions contact: Robert L. Thompson, Jr., Director of Public Affairs

Phone: (803) 547-2901

Information year: 1982

Total contributions-all categories: \$522,000

Arts & culture: Total contributions, \$110,000; largest contribution, \$50,000; number of contributions, 8; number of requests, 35

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, visual arts/crafts

Recent examples of arts contributions recipients: Metropolitan Museum of Art, Museum of Modern Art, South Carolina Arts Commission, Whitney Museum, Greenville (SC) Museum

Kinds of support normally considered: Corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Support by other firms, matching grants, support by foundations/government
- 2—Geographical location, impact on local community
- 3—Publicity value, gifts from individuals
- 4—Employee involvement, size of audience, coordination with similar groups, management capability, board of directors
- 5—Quality of applications, artistic merit

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1970, 1979, Elizabeth O'Neill Verner Award, 1979, South Carolina Arts Commission Award

Squibb Corporation

40 West 57th Street
New York, NY 10019

Contributions contact: John McNamara, Secretary, Corporate Contributions Committee

Phone: (212) 621-7092

Information year: 1979

Total contributions-all categories: \$670,000

Arts & culture: Total contributions, 21,000; number of contributions, 18

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field jointly

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: New Jersey Symphony, Metropolitan Museum of Art, WNET (Public Television), Lincoln Center, Business Committee for the Arts

Kinds of support normally considered: General operating expenses, capital projects

Arts support other than contributions: indirect contributions, \$5,000

**Standard Oil Company
(Indiana)
Chicago, IL**

Foundation/Trust:
Amoco Foundation, Inc.
200 East Randolph Drive
Chicago, IL 60601

Contributions contact: Donald G. Schroeter,
Executive Director, Foundation

Phone: (312) 856-6306

Information year: 1981

Total contributions-all categories: \$9,168,658

Arts & culture: Total contributions, \$465,150;
largest contribution, \$80,000; number of
contributions, 66

Health & welfare: Total contributions,
\$2,839,460; largest contribution, \$609,000;
number of contributions, 394

Education: Total contributions, \$4,663,983;
largest contribution, \$200,000; number of
contributions, 565

Civic: Total contributions, \$919,265; largest
contribution, \$200,000; number of
contributions, 105

Other: Total contributions, \$280,800; largest
contribution, \$100,000; number of
contributions, 32

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, 5%; home office, 30%;
plant locations, 40%; excellence of program
(regardless of location), 25%

Non-home office contributions decisions:
Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, audited
statement

Weeks required for full review and decisions:
6-8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, performing arts, theater,
symphony/chamber orchestra, opera

**Recent examples of arts contributions
recipients:** Denver Symphony Association,
Houston 200, Lyric Opera of Chicago, Art
Institute of Chicago, Newberry Library
(Chicago)

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community
- 2—Employee involvement, size of audience,
management capability
- 3—Quality of applications, coordination with
similar groups, artistic merit, board of
directors
- 4—Support by other firms
- 5—Publicity value, matching grants, support
by foundations/government, gifts from
individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$950,000

**Local or national awards received for arts
support:** Business in the Arts Award, 1977

The Standard Oil Company (Ohio)

Corporate Contributions
Midland Building (840 T.T.)
Cleveland, OH 44115

Foundation/Trust:
Schio Foundation III (inactive)

Contributions contact: T.T. Saario, Director,
Corporate Contributions

Phone: (216) 575-8619

Information year: 1981

Total contributions-all categories: \$9,605,894

Arts & culture: Total contributions, \$1,287,155

Health & welfare: Total contributions,
\$1,182,980

Education: Total contributions, \$4,990,979

Civic: Total contributions, \$973,360

Other: Total contributions, \$177,275

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations, sales locations, key communities
where company has major operations or
interest, 100%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: Yes; for 1982

Best time to apply: July-September

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
4-12

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Musical Arts Association (Cleveland),
Great Lakes Shakespeare Festival, Anchorage
Civic Opera, Cleveland Ballet, Wolf Trap
Foundation

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 2—Geographical location, impact on local
community, employee involvement, quality
of applications, artistic merit, management
capability
- 3—Publicity value, support by other firms,
matching grants, support by
foundations/government, size of audience,
coordination with similar groups
- 4—Gifts from individuals, board of directors

Arts support other than contributions: Project
support through advertising/public relations,
\$/a; in kind services and technical assistance,
\$/a

**Local or national awards received for arts
support:** Ohio State Arts Council Award, 1982,
Business in the Arts Award, 1982

The Stanley Works **195 Lake Street** **New Britain, CT 06050**

Foundation/Trust:
Stanley Works Foundation

Contributions contact: J.H. Myers, Group Vice
President, Industrial Divisions and Chairman,
Arts Subcommittee

Phone: (203) 225-5111

Information year: 1981

Total contributions-all categories: \$450,000
(est.)

Arts & culture: Total contributions, \$75,000 (est.); largest contribution, \$5,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: 3-4 months in advance of need

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 12-16

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: New Britain Museum of American Art, Cleveland Orchestra, Hartford Ballet,, American Shakespeare Theater, Denver Opera

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit, management capability, board of directors
- 2—Support by other firms, matching grants, size of audience
- 3—Publicity value, quality of applications
- 4—Gifts from individuals, coordination with similar groups
- 5—Support by foundations/government

Arts support other than contributions: Employee volunteers, \$n/a

State National Bank

1603 Orrington Avenue
Evanston, IL 60204

Contributions contact: Richard Rushkewicz, Vice President

Phone: (312) 491-6000

Information year: 1981

Total contributions-all categories: \$29,734

Arts & culture: Total contributions, \$2,437; largest contribution, \$1,667; number of contributions, 3; number of requests, 5

Health & welfare: Total contributions, \$15,317; largest contribution, \$11,000; number of contributions, 7

Education: Total contributions, \$11,250; largest contribution, \$7,000; number of contributions, 6; number of requests, 8

Civic: Total contributions, \$700; largest contribution, \$250; number of contributions, 3; number of requests, 4

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No
Annual report planned: No

Best time to apply: Fourth quarter of year
Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 2

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, performing arts, theater, symphony/chamber orchestra, dance, local museums

Recent examples of arts contributions recipients: Noyes Cultural Arts Center, Evanston Symphony, Evanston Historical Society

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 3—Employee involvement, publicity value, matching grants, artistic merit, management capability
- 4—Support by other firms, support by foundations/government
- 5—Size of audience, quality of applications, gifts from individuals, coordination with similar groups, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$2,000

Stauffer Chemical Company

Nyala Farm Road
Westport, CT 06881

Contributions contact: W.S. Howard, Manager, Corporate Contributions

Phone: (203) 222-4012

Information year: 1981

Total contributions-all categories: \$2,396,000

Arts & culture: Total contributions, \$48,045; largest contribution, \$10,000

Health & welfare: Total contributions, \$415,086

Education: Total contributions, \$1,014,132

Civic: Total contributions, \$200,560

Other: Total contributions, \$65,271

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Mid-year for following year

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions

recipients: American Shakespeare Theatre (Stratford, CT), Bridgeport Symphony, Norwalk Symphony, Norwalk Youth Symphony, Lincoln Center

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, employee involvement, quality of applications, artistic merit, management capability, board of directors
- 3—Publicity value, support by other firms, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups
- 4—Matching grants

Arts support other than contributions: In kind services and technical assistance, \$n/a

Steiger Tractor, Inc.

P.O. Box 6006
Fargo, ND 58108

Contributions contact: David D. Koentopf, President and Chief Executive Officer

Phone: (701) 293-4465

Information year: 1981

Total contributions-all categories: \$69,196

Arts & culture: Total contributions, \$7,420; largest contribution, \$6,020; number of contributions, 4

Health & welfare: Total contributions, \$13,000; largest contribution, \$10,000; number of contributions, 7

Education: Total contributions, \$26,775; largest contribution, \$11,050; number of contributions, 15

Civic: Total contributions, \$2,375; largest contribution, \$1,000; number of contributions, 5

Other: Total contributions, \$19,626; largest contribution, \$2,500; number of contributions, 44

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 15%; home office, 60%; state of North Dakota, 25%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter
Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Plain Arts Museum, Prairie Public Television, Fargo-Moorhead Symphony Association, KCCM (Public Radio), Lake Agassiz Arts Council

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, agriculture-related
- 2—Artistic merit
- 3—Employee involvement, publicity value, support by other firms, size of audience, quality of applications, management capability
- 4—Matching grants, support by foundations/government, coordination with similar groups, board of directors
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$500

Steiner Corporation Salt Lake City, UT

Foundation/Trust:
Steiner Foundation
505 East South Temple
Salt Lake City, UT 84102

Contributions contact: Kevin K. Steiner, President, Foundation

Phone: (801) 328-8831

Information year: 1981

Total contributions-all categories: \$18,000

Arts & culture: Total contributions, \$2,500; largest contribution, \$1,000; number of contributions, 4; number of requests, 8

Health & welfare: Total contributions, \$6,000; largest contribution, \$2,000; number of contributions, 5; number of requests, 7

Education: Total contributions, \$8,000; largest contribution, \$2,500; number of contributions, 3; number of requests, 5

Civic: Total contributions, \$2,000; largest contribution, \$1,000; number of contributions, 3

Other: Total contributions, \$1,500; number of contributions, 4

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 95%; plant locations, 5%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Utah Heritage Foundation, Utah Museum of Fine Arts, Utah Museum of Natural History

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, artistic merit, management capability, need
- 2—Impact on local community
- 3—Employee involvement, quality of applications
- 4—Board of directors
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

Sterling Drug Inc.

90 Park Avenue
New York, NY 10016

Contributions contact: Kenneth S. Russell, Secretary, Corporate Giving Committee

Phone: (212) 907-3087

Information year: 1981

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: National, 20%; home office, 45%; plant locations, 35%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Last quarter of the year
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: Up to 26

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Carnegie Hall, Lincoln Center, Saratoga Performing Arts Center, Whitney Museum, Circle in the Square

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, employee involvement, artistic merit, management capability
- 3—Support by other firms, size of audience, board of directors
- 4—Publicity value, quality of applications, coordination with similar groups
- 5—Matching grants, support by foundations/government, gifts from individuals

**J.P. Stevens & Company,
Inc.**

New York, NY

Foundation/Trust:

**J.P. Stevens & Company, Inc.
Foundation**

**1185 Avenue of the Americas
New York, NY 10036**

Contributions contact: James R. Franklin,
Administrator

Phone: (212) 930-2000

Information year: 1981

Total contributions-all categories: n/a

Arts & culture: Total contributions, 15% (est.)

Health & welfare: Total contributions, 30%
(est.)

Education: Total contributions, 30% (est.)

Civic: Total contributions, 20% (est.)

Other: Total contributions, 5% (est.)

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Application deadline: September

Written guidelines available: No

Requirements for applications: Narrative/letter,
IRS letter

Weeks required for full review and decisions:
est. 12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts,
literature, museums, performing arts, public
TV/radio, visual arts/crafts, theater,
symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: WNET (Public Television), Lincoln
Center, Greenville (SC) County Artist's
Association, Charlotte (SC) Ballet Company

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local
community, employee involvement
- 3—Quality of applications, artistic merit
- 5—Publicity value, support by other firms,
matching grants, support by
foundations/government, size of audience,
gifts from individuals, board of directors

**Stokely-Van Camp, Inc.
941 North Meridian Street
Indianapolis, IN 46206**

Foundation/Trust:

**William B. Stokely, Jr.,
Foundation**

Contributions contact: William B. Stokely, III,
President

Phone: (317) 263-2532

Information year: 1980

Total contributions-all categories: n/a

Arts & culture: Total contributions, 15,000; largest contribution, \$7,000; number of contributions, 25

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 10%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, contributors list

Weeks required for full review and decisions: 10-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Indiana Repertory Theatre, Indianapolis Symphony, Museums of Art (Indianapolis), Childrens Museum of Indianapolis

Kinds of support normally considered: General operating expenses, capital projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, publicity value, support by other firms, matching grants, size of audience, artistic merit, management capability, board of directors
- 2—Geographical location, coordination with similar groups
- 3—Employee involvement, support by foundations/government, gifts from individuals
- 5—Quality of applications

Stone and Webster Incorporated

**90 Broad Street
New York, NY 10004**

Contributions contact: Raymond Foster, Chairman of the Board

Phone: (212) 269-4224

Information year: 1982

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Before December 31

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Metropolitan Center (Boston)

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, artistic merit, management capability
- 2—Impact on local community
- 3—Support by other firms, quality of applications, board of directors
- 5—Employee involvement, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

The Superior Oil Company
P.O. Box 1521
Houston, TX 77001

Contributions contact: R.B. Rice, Chairman,
Contributions Committee

Phone: (713) 751-4584

Information year: 1982

Total contributions-all categories: \$587,140

Arts & culture: Total contributions, \$24,000;
largest contribution, \$10,000; number of
contributions, 14; number of requests, 30

Health & welfare: Total contributions,
\$51,213; largest contribution, \$20,000; number
of contributions, 41; number of requests, 100

Education: Total contributions, \$239,917;
largest contribution, \$57,000; number of
contributions, 29; number of requests, 100

Civic: Total contributions, \$31,327; largest
contribution, \$3,000; number of contributions,
47; number of requests, 100

Other: Total contributions, \$240,683

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 2%; home office, plant
locations, 50%; colleges and universities with
relevant degree programs

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: January-February
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, specific use of
funds requested

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio,
symphony/chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Houston Museum of Fine Arts,
Houston Symphony Foundation Fund, Museum
of Natural Science, Houston Grand Opera
Association, Houston Ballet

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, coordination with similar
groups
- 2—Employee involvement, support by
foundations/government, size of audience,
artistic merit, management capability
- 3—Publicity value, quality of applications,
board of directors
- 4—Support by other firms, gifts from
individuals
- 5—Matching grants

Arts support other than contributions: Ticket
purchases, \$n/a

Sybron Corporation
1100 Midtown Tower
Rochester, NY 14604

Foundation/Trust:
Sybron Community Fund
c/o Security Trust Company
One East Avenue
Rochester, NY 14638

Contributions contact: Patricia L. Wild,
Director, Public Affairs

Phone: (716) 546-4040

Information year: 1981

Total contributions-all categories: \$700,000

441

Arts & culture: Total contributions, \$61,700; largest contribution, \$15,000; number of contributions, 27; number of requests, est. 100

Health & welfare: Total contributions, \$271,885; largest contribution, \$192,500; number of contributions, 48; number of requests, est. 125

Education: Total contributions, \$292,450; largest contribution, \$56,000; number of contributions, 42; number of requests, est. 75

Civic: Total contributions, \$43,425; largest contribution, \$18,000; number of contributions, 25; number of requests, est. 80

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Application deadline: Early fall
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement, evaluation plan

Weeks required for full review and decisions: 2-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Rochester Philharmonic, Folk Art Center (Asheville, NC), Theatre by the Sea (Portsmouth, NH), Dubuque (IA) Historical Society

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, coordination with similar groups, artistic merit, management capability, board of directors
- 2—Employee involvement, size of audience, quality of applications
- 3—Publicity value
- 5—Support by other firms, matching grants, support by foundations/government, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a; open houses for employees in Rochester, \$15,000

Local or national awards received for arts support: Business in the Arts Award, 1978

Syracuse Supply Company
5921 Court Street Road
P.O. Box 4814
Syracuse, NY 13221

Foundation/Trust:
Syracuse Supply Fund
c/o Central New York Community
Foundation
306 South Salina Street
Syracuse, NY 13202

Contributions contact: , Chairman, Donations Committee of the Board of Directors

Phone: (315) 463-9511

Information year: 81-82

Total contributions-all categories: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, branch locations

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Early in the year
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 4-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Everson Museum of Art (Syracuse), The Minnesota Orchestra Association (Minneapolis), Roberson Center for the Arts and Sciences (Binghamton, NY), Walker Art Center (Minneapolis)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, quality of applications
- 2—Impact on local community, board of directors
- 3—Support by other firms, coordination with similar groups
- 5—Employee involvement, publicity value, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Systems Development Corporation 2500 Colorado Avenue Santa Monica, CA 90406

Contributions contact: M.J. Franklin, Vice President, Personnel

Information year: 1982

Total contributions-all categories: \$36,500

Arts & culture: Total contributions, \$1,850

Health & welfare: Total contributions, \$5,900

Education: Total contributions, \$3,000

Civic: Total contributions, \$17,000

Other: Total contributions, \$8,750

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Application deadline: January 1

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 8-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: Determined annually based on requests received

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

TRW Inc. Cleveland, OH

Foundation/Trust:
TRW Foundation
23555 Euclid Avenue
Cleveland, OH 44117

Contributions contact: Donna L. Cummings, Manager, Contributions

Phone: (216) 383-2412

Information year: 1981

Total contributions-all categories: \$3,743,657

Arts & culture: Total contributions, \$382,695; largest contribution, \$100,000; number of contributions, 50

Health & welfare: Total contributions, \$417,950; largest contribution, \$33,000; number of contributions, 88

Education: Total contributions, \$1,246,642; largest contribution, \$81,000; number of contributions, 120

Civic: Total contributions, \$156,500; largest contribution, \$50,000; number of contributions, 20

Other: Total contributions, \$1,539,870; largest contribution, \$380,448; number of contributions, 123

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: Before September 1

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Playhouse Square Foundation (Cleveland), Great Lakes Shakespeare Festival (Cleveland), Los Angeles Music Center, Chautauqua Lake Association (Jamestown), Washington Humanities and Arts Center

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Employee involvement, size of audience
- 3—Publicity value, support by other firms, quality of applications, artistic merit, board of directors
- 4—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Taft Broadcasting Company

1718 Young Street
Cincinnati, OH 45210

Contributions contact: Charles Mechem Jr., Chairman of the Board

Information year: 1981

Total contributions-all categories: \$218,500

Arts & culture: Total contributions, \$31,000; largest contribution, \$23,000; number of contributions, 2; number of requests, 25

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, audited statement

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions

recipients: Cincinnati Institute of Fine Arts, Athenaeum of Ohio, May Festival, Playhouse in the Park

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit, management capability
- 2—Support by other firms, gifts from individuals, coordination with similar groups, board of directors
- 3—Publicity value, matching grants, support by foundations/government, size of audience
- 4—Quality of applications

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Tandy Corporation

1800 One Tandy Center
Fort Worth, TX 76102

Contributions contact: Loyd L. Turner, Vice President

Phone: (817) 390-3757

Information year: 1981

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: National, 5%; home office, 90%; plant locations, 5%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: First quarter of calendar year

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, museums, performing arts, public TV/radio

Recent examples of arts contributions

recipients: Arts Council of Fort Worth and Tarrant County, Casa Manana Musicals, Inc. (nonprofit theater), Fort Worth Art Association, Fort Worth Museum of Science and History, Public Communication Foundation for North Texas

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, board of directors
- 2—Artistic merit, management capability
- 3—Employee involvement, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, coordination with similar groups
- 4—Publicity value, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Tasty Baking Company Philadelphia, PA

Foundation/Trust:
Tasty Baking Foundation
2801 Hunting Park Avenue
Philadelphia, PA 19006

Contributions contact: Henry H. Simpson, Jr.,
Manager, Public Relations

Phone: (215) 221-8572

Information year: 1981

Total contributions-all categories: \$17,850

Arts & culture: Total contributions, \$1,000;
largest contribution, \$750; number of
contributions, 3

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, city of
Philadelphia, 100%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Application deadline: 15th of each month

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Museums, symphony/chamber
orchestra

**Recent examples of arts contributions
recipients:** Philadelphia Orchestra, Philadelphia
Museum of Art, Friends of Franklin Institute,
Institute for Contemporary Art, Pennsylvania
Academy of Fine Arts

Kinds of support normally considered: Capital
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

1—Geographical location, impact on local
community, employee involvement, quality
of applications, coordination with similar
groups, artistic merit, management
capability

2—Matching grants, support by
foundations/government, size of audience

3—Support by other firms, gifts from
individuals

4—Board of directors

5—Publicity value

**Local or national awards received for arts
support:** Creative User Award, 1980, American
Institute of Architects; Horizons of Display,
1976, American Revolution Bicentennial

Teachers Insurance and Annuity Association of America

**730 Third Avenue
New York, NY 10017**

Contributions contact: Louis Garcia, Chairman,
Gift Committee

Phone: (212) 490-9000

Information year: 1982

Total contributions-all categories: \$90,000

Arts & culture: Total contributions, \$7,000

Health & welfare: Total contributions, n/a

Education: Total contributions, n/a

Civic: Total contributions, n/a

Other: Total contributions, \$40,000 (United
Way)

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Beginning of year

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 10-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Museum of Natural History, New York City Ballet

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, support by other firms, management capability, board of directors
- 2—Matching grants
- 3—Coordination with similar groups, artistic merit
- 4—Publicity value
- 5—Support by foundations/government, size of audience, quality of applications, gifts from individuals

Technicon Corporation

511 Benedict Avenue
Tarrytown, NY 10591

Contributions contact: Morris H. Shamos,
Senior Vice President

Phone: (914) 631-8000

Information year: 1981

Total contributions-all categories: \$87,000

Arts & culture: Total contributions, \$20,000; largest contribution, \$6,000; number of contributions, 10; number of requests, 40-50

Health & welfare: Total contributions, \$50,000; largest contribution, \$40,000; number of contributions, 20-30; number of requests, 60-70

Education: Total contributions, \$15,000; largest contribution, \$6,000; number of contributions, 8-10; number of requests, 20

Civic: Total contributions, \$2,000; largest contribution, \$500; number of contributions, 15; number of requests, 30-40

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 10%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 2-3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, performing arts, public TV/radio

Recent examples of arts contributions recipients: Lincoln Center, WNET (Public Television), Westchester Arts Council

Kinds of support normally considered: General operating expenses, special projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, employee involvement
- 2—Matching grants, support by foundations/government, quality of applications, gifts from individuals, artistic merit, management capability
- 3—Support by other firms, size of audience, board of directors
- 5—Publicity value, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$2,000

Tektronix, Inc. Beaverton, OR

**Foundation/Trust:
Tektronix Foundation
P.O. Box 500
Beaverton, OR 97077**

Contributions contact: William B. Webber,
Secretary and Trustee, Foundation

Phone: (503) 643-8146

Information year: 1981

Total contributions-all categories: \$1,562,223

Arts & culture: Total contributions, \$53,460
(includes matching gifts); largest contribution,
\$20,000

Health & welfare: Total contributions,
\$337,240; largest contribution, \$50,000

Education: Total contributions, \$1,089,881;
largest contribution, \$150,000

Civic: Total contributions, \$21,100; largest
contribution, \$10,000

Scope of information: Foundation only

Non-home office contributions decisions:
Foundation trustees

Annual report on contributions: No

Annual report planned: No

Best time to apply: February, April, July,
September, December

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list

Weeks required for full review and decisions:
12

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Performing arts, visual arts/crafts

**Recent examples of arts contributions
recipients:** Oregon Symphony Association,
Portland Art Association, Portland Opera
Association

Kinds of support normally considered: General
operating expenses, capital projects, matching
gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location
 - 3—Size of audience
-

The Telex Corporation P.O. Box 1526 Tulsa, OK 74101

Contributions contact: E.G. Frank, Vice
President

Phone: (918) 627-2333

Information year: 1982

Total contributions-all categories: \$46,000

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National

Non-home office contributions decisions:
Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, contributors list

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Community arts, performing arts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Tulsa Philharmonic, American Theater Company, Tulsa Ballet Theater, Tulsa Opera, Tulsa Arts and Humanities Council

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, support by other firms, coordination with similar groups, artistic merit, management capability
- 3—Employee involvement, publicity value, size of audience, quality of applications
- 5—Matching grants, support by foundations/government, gifts from individuals, board of directors

Tenneco, Inc.
P.O. Box 2511
Houston, TX 77001

Contributions contact: Jo Ann Swinney,
Director, Community Affairs

Phone: (713) 757-3930

Information year: 1980

Total contributions-all categories: \$4,424,236

Arts & culture: Total contributions, \$165,488;
largest contribution, \$25,000; number of
contributions, 64

Health & welfare: Total contributions,
\$340,960; largest contribution, \$50,000;
number of contributions, 114

Education: Total contributions, \$1,477,554;
largest contribution, \$30,000; number of
contributions, 388

Civic: Total contributions, \$1,233,078; largest
contribution, \$125,000; number of
contributions, 351

**Geographic areas encompassed by arts
contributions:** Home office, 75%; plant
locations, 25%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Application deadline: August

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
4-6

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, theater, symphony/chamber
orchestra, dance, opera

Recent examples of arts contributions

recipients: Houston Grand Opera, Houston
Symphony Society, Houston Jazz Ballet,
Houston Museum of Natural Science

Kinds of support normally considered: Capital
projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, impact on local community, publicity value, board of directors

2—Size of audience, artistic merit, management capability

3—Employee involvement, support by foundations/government, quality of applications, coordination with similar groups

4—Support by other firms

5—Matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$250,000

Texaco, Inc.
White Plains, NY

Foundation/Trust:
Texaco Philanthropic Foundation
2000 Westchester Avenue
White Plains, NY 10650

Contributions contact: William C. Weitzel, Jr., President, Foundation

Phone: (914) 253-4000

Information year: 1981

Total contributions-all categories: \$5,268,445

Arts & culture: Total contributions, \$1,425,200; largest contribution, \$1,030,000; number of contributions, 45

Health & welfare: Total contributions, \$475,500; largest contribution, \$100,000; number of contributions, 52

Education: Total contributions, \$2,033,342; largest contribution, \$100,000; number of contributions, 204

Civic: Total contributions, \$304,750; largest contribution, \$45,000; number of contributions, 40

Other: Total contributions, \$979,653; largest contribution, \$546,653; number of contributions, 62

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Philanthropic Committee

Annual report on contributions: No

Annual report planned: Yes; for 1981

Best time to apply: September

Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 3-4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Metropolitan Opera Association, Lyric Opera of Chicago, National Symphony Orchestra, Lincoln Center, The American Federation of the Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Quality of applications, artistic merit, management capability

2—Geographical location, impact on local community, size of audience, board of directors

3—Employee involvement, support by other firms, coordination with similar groups

4—Publicity value, support by foundations/government

5—Matching grants, gifts from individuals

Local or national awards received for arts support: Business in the Arts Award, 1980, for support of the Metropolitan Opera Association

Texas Eastern Corporation
P.O. Box 2521
Houston, TX 77252

Contributions contact: Fred Wichlep, Vice President, Public Affairs

Phone: (713) 759-3500

Information year: 1981

Total contributions-all categories: \$913,640

Arts & culture: Total contributions, \$198,202; largest contribution, \$60,000; number of contributions, 14

Health & welfare: Total contributions, \$199,116; largest contribution, \$10,000; number of contributions, 19

Education: Total contributions, \$312,483; largest contribution, \$25,000; number of contributions, 39

Civic: Total contributions, \$97,850; largest contribution, \$25,000; number of contributions, 23

Other: Total contributions, \$105,989; number of contributions, 23

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 2%; home office, 95%; plant locations, 1%; sales locations, 1%; international, 1%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-5

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Houston Symphony, Houston Museum of Fine Arts, Houston Museum of Natural Science, Houston Grand Opera

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, coordination with similar groups, artistic merit, management capability
- 3—Employee involvement, quality of applications
- 4—Support by other firms, matching grants, support by foundations/government, gifts from individuals
- 5—Publicity value, size of audience, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Texfi Industries, Inc.
P.O. Box 20348
1400 Battleground Avenue
Greensboro, NC 27420

Contributions contact: Mike A. Miller, Vice President, Finance

Phone: (919) 378-6450

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 50%; plant locations, 25%; sales locations, 25%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: n/a

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts

Recent examples of arts contributions recipients: Greensboro United Arts Council, Eastern Music Festival

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 3—Quality of applications, coordination with similar groups, artistic merit, management capability
- 4—Employee involvement, size of audience
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals, board of directors

Textron Inc. Providence, RI

Foundation/Trust:
Textron Charitable Trust
P.O. Box 878
Providence, RI 02901

Contributions contact: Delores A. Carlson,
Manager, Corporate Contributions

Phone: (401) 421-2800

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 23%; plant locations, 77%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Rhode Island Philharmonic, Trinity Square Repertory Theater, Ocean State Performing Arts Center, Rhode Island School of Design Museum

Kinds of support normally considered: General operating expenses, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

3—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

**Third National Bank and
Trust Company
34 North Main Street
Dayton, OH 45402**

Contributions contact: Perry B. Wydman,
Chairman of the Board and Chief Executive
Officer

Information year: 1981

Total contributions-all categories: \$124,000

Arts & culture: Total contributions, \$31,083;
largest contribution, \$13,000; number of
contributions, 4

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, board list, contributors list

Weeks required for full review and decisions:
2-3

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds,
community arts, museums, performing arts,
public TV/radio, theater, symphony/chamber
orchestra, dance, film/video

Recent examples of arts contributions

recipients: Victory Theatre, Dayton Art
Institute, Dayton Performing Arts Fund,
Dayton Opera Association

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local
community
- 2—Support by other firms, coordination with
similar groups, management capability,
board of directors
- 3—Size of audience, quality of applications,
artistic merit
- 4—Employee involvement, publicity value,
matching grants
- 5—Support by foundations/government, gifts
from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

3M

3M Center

St. Paul, MN 55144

Foundation/Trust:

Minnesota Mining &

Manufacturing Foundation, Inc.

Contributions contact: D.W. Larson, Director,
Community Affairs

Phone: (612) 733-8335

Information year: 1982

Total contributions-all categories: \$11,300,000

Arts & culture: Total contributions, \$600,000; largest contribution, \$140,000; number of contributions, 50

Health & welfare: Total contributions, \$400,000; largest contribution, \$100,000; number of contributions, 35

Education: Total contributions, \$6,500,000; largest contribution, \$1,000,000; number of contributions, 800

Civic: Total contributions, \$4,800,000; largest contribution, \$150,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: Quarterly
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: The Metropolitan Museum of Art, Guthrie Theater, St. Paul Arts Fund, Minnesota Orchestra, The Science Museum of Minnesota

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Support by other firms, quality of applications, gifts from individuals, coordination with similar groups, management capability, board of directors
- 3—Publicity value, support by foundations/government, size of audience
- 4—Artistic merit
- 5—Matching grants

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Time Insurance Company Milwaukee, WI

Foundation/Trust:

**Time Insurance Foundation, Inc.
515 Westwells
Milwaukee, WI 53201**

Contributions contact: Kay J. Kerlin, Vice President and Secretary

Phone: (414) 271-3011

Information year: 1980

Total contributions-all categories: \$62,777

Arts & culture: Total contributions, \$3,700; largest contribution, \$2,100; number of contributions, 4; number of requests, 4

Health & welfare: Total contributions, \$45,733; largest contribution, \$25,000; number of contributions, 29

Education: Total contributions, \$10,044; largest contribution, \$3,000; number of contributions, 10

Civic: Total contributions, \$3,300; largest contribution, \$1,500; number of contributions, 3

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, audited statement

Weeks required for full review and decisions:
Maximum 12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united
arts funds, museums, performing arts, public
TV/radio, visual arts/crafts,
symphony/chamber orchestra

Recent examples of arts contributions

recipients: United Performing Arts Fund,
Milwaukee Art Center, Wisconsin Heritages,
Channels 10 and 36 (Public Television)

Kinds of support normally considered: General
operating expenses, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement, size of
audience, quality of applications
- 2—Artistic merit
- 3—Board of directors
- 4—Publicity value, support by other firms
- 5—Matching grants, support by
foundations/government, gifts from
individuals, coordination with similar
groups, management capability

Times Mirror **Times Mirror Square** **Los Angeles, CA 90053**

Foundation/Trust:
The Times Mirror Foundation

Contributions contact: Stephen C. Meier,
Director, Public Affairs

Phone: (213) 972-3936

Information year: 1981

Total contributions-all categories: \$3,497,647

Arts & culture: Total contributions,
\$1,045,970; largest contribution, \$250,000;
number of contributions, 46

Health & welfare: Total contributions,
\$784,246; largest contribution, \$300,000;
number of contributions, 42

Education: Total contributions, \$1,373,577;
largest contribution, \$250,000; number of
contributions, 66

Civic: Total contributions, \$293,854; largest
contribution, \$50,000; number of contributions,
39

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 2%; home office, 90%;
plant locations, 8%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: Yes; for 1982

Application deadline: March 15 or October 15

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list,
audited statement

Weeks required for full review and decisions:
8-12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, symphony/chamber orchestra, dance

Recent examples of arts contributions

recipients: Los Angeles County Museum of Art, Music Center Unified Fund, Japanese American Cultural and Community Center, Descanso Gardens Building Fund, Craft and Folk Art Museum

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Impact on local community, artistic merit
- 2—Geographical location, support by other firms, support by foundations/government, size of audience, quality of applications, coordination with similar groups, management capability, board of directors
- 4—Employee involvement, publicity value, matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Todd Shipyards Corporation

1 State Street Plaza
New York, NY 10004

Contributions contact: Robert Daniels,
Director, Public Relations

Phone: (212) 668-4700

Information year: 1981

Total contributions-all categories: \$50,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: Before April 1

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:
2

ARTS SUPPORT

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability, board of directors
- 2—Quality of applications
- 3—Employee involvement, publicity value, artistic merit
- 4—Support by other firms
- 5—Support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

Tosco Corporation

10100 Santa Monica Boulevard
Eighth Floor
Los Angeles, CA 90067

Contributions contact: Mark M. Gallon, Vice
President, Community Relations

Phone: (213) 552-7371

Information year: 1981

Total contributions-all categories: \$600,000

Arts & culture: Total contributions, \$375,500;
largest contribution, \$100,000; number of
contributions, 36; number of requests, 500

Health & welfare: Total contributions,
\$123,500; largest contribution, \$17,500;
number of contributions, 37; number of
requests, 100

Education: Total contributions, \$55,500; largest
contribution, \$7,500; number of contributions,
26; number of requests, 100

Civic: Total contributions, \$45,500; largest contribution, \$5,000; number of contributions, 36; number of requests, 100

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 70%; plant locations, 30%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: Yes; for 1982

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Craft and Folk Art Museum, KCET (Public Television), California Confederation of the Arts (Business Volunteers for the Arts Los Angeles Program), Music Center, American Council for the Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, management capability, board of directors, long range
- 2—Publicity value, matching grants, coordination with similar groups, artistic merit
- 3—Support by other firms, support by foundations/government, size of audience, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$175,000; employee volunteers, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1981

Tracor, Inc.

6500 Tracor Lane
Austin, TX 78721

Contributions contact: Judith Newby, Director, Public Relations

Phone: (512) 926-2800

Information year: 1982

Total contributions-all categories: n/a

Arts & culture: ; number of contributions, 19; number of requests, 30

Geographic areas encompassed by arts contributions: regional, 30%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: August
Written guidelines available: No

Requirements for applications: Narrative/letter, city solicitation permit
Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Ballet, Public television, Symphony, Museums, Theatre

Kinds of support normally considered: General operating expenses, commissions to artists, corporate art purchases, special projects, higher education for the arts

- Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**
- 1—Impact on local community, employee involvement, artistic merit
 - 2—Geographical location, quality of applications, coordination with similar groups, management capability
 - 3—Support by foundations/government, size of audience, board of directors
 - 4—Support by other firms
 - 5—Publicity value, matching grants, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a

Trans World Airlines 605 Third Avenue New York, NY 10158

Contributions contact: Niki Pappas, Secretary to Staff Vice President, Public Affairs

Phone: (212) 557-5500

Information year: 1981

Total contributions-all categories: only to United Way

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Transamerica Corporation 600 Montgomery Street San Francisco, CA 94111

Contributions contact: Mae Pape, Community Services Manager

Phone: (415) 983-4094

Information year: 1981

Total contributions-all categories: \$1,476,785

Arts & culture: Total contributions, \$336,411; largest contribution, \$60,000

Health & welfare: Total contributions, \$603,958; largest contribution, \$140,000

Education: Total contributions, \$343,697; largest contribution, \$25,000

Civic: Total contributions, \$149,685; largest contribution, \$19,934

Other: Total contributions, \$43,034

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions: Home, Field

Annual report on contributions: No
Annual report planned: Yes; for 1983

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: San Francisco Performing Arts Center, KQED (Public Television), New York City Opera, National Parks Foundation (to sponsor "American Photographers and the National Parks" exhibition)

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, employee involvement, artistic merit, management capability
- 2—Impact on local community, publicity value
- 3—Size of audience, quality of applications, board of directors
- 4—Support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: lobby arts shows in Los Angeles and San Francisco, \$90,000

Local or national awards received for arts support: Business in the Arts Award, 1978, for contribution of a fleet of trailers to New York City Opera for storage and transportation of costumes and scenery; Business in the Arts Award, 1982, for sponsoring "American Photographers and the National Parks" exhibition

Transco Energy Company
P.O. Box 1396
Houston, TX 77251

Contributions contact: James L. Eager,
Director, Corporate Communications

Phone: (713) 871-2455

Information year: 1981

Total contributions-all categories: \$256,843

Arts & culture: Total contributions, \$51,750;
largest contribution, \$15,000; number of
contributions, 26

Health & welfare: Total contributions,
\$147,584; largest contribution, \$76,000;
number of contributions, 51

Education: Total contributions, \$82,723; largest
contribution, \$5,000; number of contributions,
40

Civic: Total contributions, \$13,144; largest
contribution, \$5,000; number of contributions,
15

Other: Total contributions, \$1,400; number of
contributions, 3

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 5%; home office, 95%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: October-December

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter

Weeks required for full review and decisions:
6

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Combined Arts Corporate
Campaign, Lincoln Center, Museum of Fine
Arts, Houston Grand Opera, Houston Museum
of Natural Science

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 2—Geographical location, employee involvement
- 3—Impact on local community, publicity value
- 4—Support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

Transway International Corporation

**747 Third Avenue
New York, NY 10017**

**Foundation/Trust:
Transway International
Foundation**

Contributions contact: Richard Mann, Vice President, Public Relations

Phone: (212) 371-6464

Information year: 19

Total contributions-all categories: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Quarterly
Written guidelines available: No

Requirements for applications: Narrative/letter

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: museums, symphony orchestras

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Impact on local community, employee involvement, size of audience, quality of applications, board of directors
 - 2—Geographical location, management capability
 - 3—Support by other firms, artistic merit
 - 4—Gifts from individuals, coordination with similar groups
 - 5—Publicity value, matching grants, support by foundations/government
-
-

The Travelers Corporation One Tower Square Hartford, CT 06115

Contributions contact: Wayne De. Casey, Director, Public Affairs

Phone: (203) 277-4764

Information year: 1981

Total contributions-all categories: \$2,839,999

Arts & culture: Total contributions, \$278,076

Health & welfare: Total contributions, \$279,890

Education: Total contributions, \$615,061

Civic: Total contributions, \$209,850

Other: Total contributions, \$1,457,122 (includes \$407,197 for field office contributions, \$208,680 for aging, \$706,916 for United Way, \$134,329 for social investment costs)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 46.1%; national and field offices, 53.9%

Non-home office contributions decisions: Field

Annual report on contributions: Yes

Best time to apply: August
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions:
6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, public TV/radio

Recent examples of arts contributions recipients: Greater Hartford Arts Council, Center for Creative Youth, Connecticut Public Television Auction, Wadsworth Atheneum, Youth Theatre Unlimited

Kinds of support normally considered: General operating expenses, capital projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, matching grants, management capability
- 2—Employee involvement, support by foundations/government
- 3—Support by other firms, size of audience, quality of applications, coordination with similar groups, artistic merit, board of directors
- 5—Publicity value, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$48,150; in kind services and technical assistance, \$2,289

Tremco Incorporated
16701 Shaker Boulevard
Cleveland, OH 44104

Foundation/Trust:
Tremco Foundation

Contributions contact: D.K. Fribourg,
Secretary

Phone: (216) 229-3000

Information year: 1981

Total contributions-all categories: \$149,286

Arts & culture: Total contributions, \$23,730; largest contribution, \$10,000; number of contributions, 30

Health & welfare: Total contributions, \$55,934; largest contribution, \$31,400; number of contributions, 38

Education: Total contributions, \$64,547; largest contribution, \$8,000; number of contributions, 28

Civic: Total contributions, \$5,075; largest contribution, \$2,000; number of contributions, 11

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions:
Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, application form

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Cleveland Ballet, Cleveland Museum of Natural History, Cleveland Playhouse, Musical Arts Association

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, artistic merit
- 2—Size of audience
- 3—Support by other firms, coordination with similar groups
- 4—Publicity value, management capability
- 5—Geographical location, employee involvement, matching grants, support by foundations/government, quality of applications, gifts from individuals, board of directors

Tyler Corporation
3100 Southland Center
Dallas, TX 75201

Foundation/Trust:
The Tyler Foundation

Contributions contact: Ben R. Murphy, Vice President

Phone: (214) 747-8251

Information year: 1981

Total contributions-all categories: \$159,990

Arts & culture: Total contributions, \$19,750; largest contribution, \$5,250; number of contributions, 15

Health & welfare: Total contributions, \$81,625; largest contribution, \$45,000; number of contributions, 42

Education: Total contributions, \$27,695; largest contribution, \$10,000; number of contributions, 18

Civic: Total contributions, \$11,470; largest contribution, \$3,400; number of contributions, 14

Other: Total contributions, \$19,450; largest contribution, \$6,000; number of contributions, 10

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 10%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:

3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Dallas Symphony Orchestra, Dallas Opera, The 500, Inc. (United Arts Fund), Dallas Ballet Society, Inc., Theatre Three (Dallas)

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, matching grants, quality of applications, management capability, board of directors
- 3—Employee involvement, artistic merit
- 4—Support by other firms, support by foundations/government, size of audience
- 5—Publicity value, gifts from individuals, coordination with similar groups

UMC Industries, Inc.
Stamford, CT

Foundation/Trust:
UMC Industries Foundation, Inc.
High Ridge Park
Stamford, CT 06904

Contributions contact: G.E. Dorsey, Assistant Treasurer

Phone: (203) 329-6014

Information year: 1981

Total contributions-all categories: \$144,000 (est.)

Arts & culture: Total contributions, \$11,000 (est.)

Health & welfare: Total contributions, \$45,000 (est.)

Education: Total contributions, \$14,000 (est.)

Civic: Total contributions, \$45,000 (est.)

Other: Total contributions, \$29,000 (est.)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 16.7%; New York City, 83.3%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Summer

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Metropolitan Museum of Art, Lincoln Center, WNET (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Artistic merit, management capability
- 3—Quality of applications, coordination with similar groups, board of directors
- 4—Employee involvement, support by foundations/government, gifts from individuals
- 5—Publicity value, support by other firms, matching grants, size of audience

William Underwood Company 1 Red Devil Lane Westwood, MA 02090

Contributions contact: P. David Searles, Vice President, Administration

Phone: (617) 327-5300

Information year: 1982

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: major symphony orchestra, local dance company performing in schools, posters for photo exhibit, museum capital fund drive

Kinds of support normally considered: Capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit
- 2—Employee involvement, publicity value, management capability
- 3—Size of audience, board of directors
- 4—Matching grants, support by foundations/government
- 5—Support by other firms, gifts from individuals, coordination with similar groups

Unigard Insurance Group
1215 Fourth Avenue
Seattle, WA 98161

Contributions contact: F. Cronyn, Director,
Industry Affairs

Phone: (206) 292-1234

Information year: 1982

Total contributions-all categories: \$168,448

Arts & culture: Total contributions, \$35,448
(includes civic)

Health & welfare: Total contributions,
\$103,000

Education: Total contributions, \$25,000

Other: Total contributions, \$5,000

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts

Recent examples of arts contributions

recipients: Seattle Repertory Theater,
Corporate Council for the Arts, Fifth Avenue
Theater, Seattle Historical Museum

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Size of audience, quality of applications, management capability, board of directors
- 3—Publicity value, support by other firms, coordination with similar groups, artistic merit
- 4—Support by foundations/government
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project
support through advertising/public relations,
\$2,000; in kind services and technical
assistance, \$n/a

Union Bank
P.O. Box 3100
Terminal Annex
Los Angeles, CA 90051

Foundation/Trust:
Union Bank Foundation

Contributions contact: J. Howard Craven,
President, Foundation

Phone: (213) 687-6121

Information year: 1981

Total contributions-all categories: \$500,000

Arts & culture: Total contributions, \$61,200;
largest contribution, \$20,000; number of
contributions, 37; number of requests, 100

Health & welfare: Total contributions, \$146,000; largest contribution, \$50,000; number of contributions, 150; number of requests, 500

Education: Total contributions, \$57,600; largest contribution, \$11,500; number of contributions, 65; number of requests, 200

Civic: Total contributions, \$37,000; largest contribution, \$9,500; number of contributions, 56; number of requests, 100

Other: Total contributions, \$26,000 (youth)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 75%; plant locations, 25%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 3-4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Los Angeles County Museum of Art, AMAN Folk Ensemble, Pasadena Symphony, Music Center, San Francisco Symphony

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, publicity value, support by other firms, size of audience, artistic merit, management capability, board of directors
- 3—Support by foundations/government, quality of applications, coordination with similar groups
- 4—Matching grants
- 5—Gifts from individuals

Union Carbide Corporation Old Ridgebury Road Danbury, CT 06817

Contributions contact: A.J. Wiltjer, Director of Contributions

Phone: (203) 794-6481

Information year: 1981

Total contributions-all categories: \$4,333,000

Arts & culture: Total contributions, \$175,000; largest contribution, \$20,000; number of contributions, est. 40

Health & welfare: Total contributions, \$1,300,000

Education: Total contributions, \$2,000,000

Civic: Total contributions, \$730,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 20%; home office, 20%; plant locations, 40%; sales locations, 20%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Complete budget, IRS letter, board list, audited statement
Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, national — organizations, performing arts, theater, dance

Recent examples of arts contributions recipients: Performing arts centers, Museums, Federated funds, Teaching

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, employee involvement, size of audience, artistic merit, management capability
- 3—Quality of applications, coordination with similar groups
- 4—Matching grants, support by foundations/government, board of directors
- 5—Publicity value, support by other firms, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Total contributions-all categories: \$862,429

Arts & culture: Total contributions, \$88,175; largest contribution, \$66,000; number of contributions, 15; number of requests, 35

Health & welfare: Total contributions, \$230,967; largest contribution, \$190,000; number of contributions, 45

Education: Total contributions, \$312,380; largest contribution, \$55,000; number of contributions, 44

Civic: Total contributions, \$22,102; largest contribution, \$5,000; number of contributions, 63

Other: Total contributions, \$208,805

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations, company service area (except matching gifts for higher education made to any accredited college or university), 96%

Annual report on contributions: No
Annual report planned: Yes; for 1982

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list

Weeks required for full review and decisions: 8-9

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Arts and Education Council of Greater St. Louis, National Museum of Transport, The Philharmonic Society of St. Louis, Theatre Project Company, Vaughn Cultural Center

Kinds of support normally considered: General operating expenses, capital projects, special projects

Union Electric Company
P.O. Box 149
1901 Gratiot
St. Louis, MO 63166

Foundation/Trust:
Union Electric Company
Charitable Trust

Contributions contact: Patricia Barrett,
Manager, Community Affairs

Phone: (314) 621-3222

Information year: 1981

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, size of audience
- 2—Employee involvement, publicity value, support by other firms, support by foundations/government, coordination with similar groups, management capability
- 3—Matching grants, quality of applications, artistic merit
- 4—Board of directors
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$20,000; loaned executive (federated campaign), \$n/a

Union Mutual Insurance Company Portland, ME

**Foundation/Trust:
Unionmutual Charitable
Foundation
2211 Congress Street
Portland, ME 04122**

Contributions contact: James R. Whitney,
Manager, Corporate Social Responsibility

Phone: (207) 780-6225

Information year: 1981

Total contributions-all categories: \$299,767

Arts & culture: Total contributions, \$64,642;
largest contribution, \$14,500; number of
contributions, 10

Health & welfare: Total contributions,
\$151,087; largest contribution, \$12,500 (not
including United Way); number of
contributions, 13

Education: Total contributions, \$30,200; largest
contribution, \$4,000; number of contributions,
7 (not including matching gifts)

Civic: Total contributions, \$35,638; largest
contribution, \$8,500; number of contributions,
12

Other: Total contributions, \$18,200; largest
contribution, \$5,000; number of contributions,
11

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, 5%; state of Maine,
85%; New England, 10%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: Yes; for 1982

Best time to apply: January-June

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list, -
audited statement

Weeks required for full review and decisions:
7-11 for contribution requests exceeding
\$1,000

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Portland Symphony, Ram Island
Art Center, Portland Museum of Art, Portland
Players, Maine Opera Association

Kinds of support normally considered: General
operating expenses, capital projects, corporate
art purchases, special projects, art purchases
are through corporation

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, quality of applications, management capability
- 2—Matching grants, coordination with similar groups, artistic merit
- 3—Employee involvement, support by other firms, support by foundations/government, size of audience, gifts from individuals, board of directors
- 4—Publicity value

Arts support other than contributions: Project
support through advertising/public relations,
\$n/a; in kind services and technical assistance,
\$n/a

Union Pacific Corporation **New York, NY**

Foundation/Trust:
Union Pacific Foundation
345 Park Avenue
New York, NY 10154

Contributions contact: C.N. Olsen, President,
Foundation

Phone: (212) 826-8260

Information year: 1981

Total contributions-all categories: \$5,149,839

Arts & culture: Total contributions, \$816,923

Health & welfare: Total contributions,
\$2,266,960

Education: Total contributions, \$1,728,760

Other: Total contributions, \$337,250

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations, sales locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Application deadline: August 15

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** American Festival Ballet (Moscow,
ID), William Rockhill Nelson Gallery, Atkins
Museum of Fine Art (Kansas City), Omaha
Opera Company, Oregon Symphony Society,
Casa Manana Musicals (Fort Worth)

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, management
capability
- 2—Impact on local community, employee
involvement, support by other firms,
support by foundations/government, size of
audience, quality of applications, board of
directors
- 3—Publicity value, coordination with similar
groups, artistic merit
- 5—Matching grants, gifts from individuals

**Local or national awards received for arts
support:** Business in the Arts Award, 1981, for
artist in-residency program in small
communities in Nebraska and Kansas

Uniroyal, Inc. **1230 Avenue of the Americas** **New York, NY 10020**

Contributions contact: Virginia K. Smith,
Assistant Corporate Secretary

Phone: (212) 841-9227

Information year: 1981

Total contributions-all categories: \$315,897

Arts & culture: Total contributions, \$2,200;
largest contribution, \$1,000; number of
contributions, 4; number of requests, \$3,000

Health & welfare: Total contributions,
\$120,595; largest contribution, \$26,250;
number of contributions, 31; number of
requests, 150

Education: Total contributions, \$139,320;
largest contribution, \$10,000; number of
contributions, 28; number of requests, 100

Civic: Total contributions, \$11,650; largest
contribution, \$3,000; number of contributions,
15; number of requests, 50

Other: Total contributions, \$42,132

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 50%; plant locations, 50%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: By October 15
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, public TV/radio

Recent examples of arts contributions recipients: WNET (Public Television), New York Public Library

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Artistic merit, management capability
- 3—Employee involvement, matching grants, quality of applications, board of directors
- 5—Publicity value, support by other firms, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

United Airlines, Inc. Chicago, IL

Foundation/Trust:
United Airlines Foundation
P.O. Box 66100
Chicago, IL 60666

Contributions contact: Eileen Younglove, Vice President and Secretary, Foundation

Phone: (312) 952-5714

Information year: 1981

Total contributions-all categories: \$1,013,557

Arts & culture: Total contributions, \$69,600; largest contribution, \$6,000; number of contributions, 64; number of requests, 300

Health & welfare: Total contributions, \$645,800 (includes \$484,000 to United Way); largest contribution, \$25,000 (not including United Way); number of contributions, 226 (includes 98 to United Way); number of requests, 500

Education: Total contributions, \$234,857; largest contribution, \$25,000; number of contributions, 83 (not including 319 employee matching gifts); number of requests, 700

Civic: Total contributions, \$50,700; largest contribution, \$10,000; number of contributions, 22; number of requests, 400

Other: Total contributions, \$13,600; number of contributions, 11; number of requests, 200

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 2%; home office, 25%; plant locations, 73%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Application deadline: 40-60 days prior to quarterly meetings in March, June, September and December; no new annual grants will be made for fiscal year 1982

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Art Institute of Chicago, Lincoln Center, WBGH (Public Television), Cleveland Museum of Natural History, Corporate Council of the Arts (Seattle)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Support by other firms, support by foundations/government, size of audience, artistic merit, board of directors
- 3—Employee involvement, publicity value, matching grants, quality of applications
- 4—Gifts from individuals, coordination with similar groups

United Bank of Denver, N.A.

**1740 Broadway
Denver, CO 80217**

Contributions contact: William L. Funk, Vice President, Public Affairs

Phone: (303) 863-6366

Information year: 1981

Total contributions-all categories: \$366,335

Arts & culture: Total contributions, \$65,836; largest contribution, \$15,000; number of contributions, 21

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement, goals

Weeks required for full review and decisions: 4-12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Denver Symphony Orchestra, Central City Opera House Association, Denver Art Museum, Denver Museum of Natural History, Colorado Children's Chorale

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Management capability
- 2—Matching grants, support by foundations/government, board of directors
- 3—Impact on local community, employee involvement, publicity value, support by other firms, size of audience, gifts from individuals, coordination with similar groups, artistic merit
- 4—Quality of applications
- 5—Geographical location

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a; special events, \$n/a

United Energy Resources, Inc.

**P.O. Box 1478
601 Travis
Houston, TX 77001**

Contributions contact: J.R. Walker, Vice
President, Administration

Phone: (713) 237-4211

Information year: 1981

Total contributions-all categories: \$902,241

Arts & culture: Total contributions, \$169,569;
largest contribution, \$25,000; number of
contributions, 42; number of requests, 58

Health & welfare: Total contributions,
\$417,522; largest contribution, \$125,000;
number of contributions, 120; number of
requests, 149

Education: Total contributions, \$213,968;
largest contribution, \$25,000; number of
contributions, 71; number of requests, 92

Civic: Total contributions, \$60,265; largest
contribution, \$10,000; number of contributions,
59; number of requests, 82

Other: Total contributions, \$40,917; largest
contribution, \$26,983; number of contributions,
29; number of requests, 40

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 5%; home office, 62%;
sales locations, 33%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, audited
statement

Weeks required for full review and decisions:
4-8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, visual
arts/crafts, theater, symphony/chamber
orchestra, dance, film/video, opera

**Recent examples of arts contributions
recipients:** KUHT (Public Television), Houston
Ballet, Houston Museum Natural Science, New
Orleans Audubon Zoo, Houston Museum of
Fine Arts

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, matching grants, artistic merit,
management capability
- 2—Employee involvement, support by other
firms, support by foundations/government,
size of audience, quality of applications,
board of directors
- 3—Publicity value, gifts from individuals,
coordination with similar groups

United Refining Company P.O. Box 780 Warren, PA 16365

Contributions contact: R.L. Daye, Vice
President

Phone: (814) 723-1500

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Before August 31 of
preceding year

Written guidelines available: No

Requirements for applications: Narrative/letter,
contributors list

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: The Library Theater Preservation Fund (Warren), The Art Train, Chautauqua Opera

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Support by other firms, quality of applications, artistic merit, management capability, board of directors
- 3—Employee involvement, publicity value, size of audience, gifts from individuals
- 4—Matching grants
- 5—Support by foundations/government, coordination with similar groups

United States Gypsum Company Chicago, IL

Foundation/Trust:
The United States Gypsum Foundation, Inc.
101 South Wacker Drive
Chicago, IL 60606

Contributions contact: Eugene Miller,
President, Foundation

Phone: (312) 321-3706

Information year: 1981

Total contributions-all categories: \$538,216

Arts & culture: Total contributions, \$40,613; largest contribution, \$15,000

Health & welfare: Total contributions, \$219,642; largest contribution, \$85,000

Education: Total contributions, \$200,661; largest contribution, \$50,000

Civic: Total contributions, \$47,000; largest contribution, \$7,500

Other: Total contributions, \$30,300; largest contribution, \$15,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Best time to apply: Quarterly
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Chicago Symphony Orchestra, The Art Institute of Chicago, National Corporate Fund for Dance, Lyric Opera of Chicago, American Council for the Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Employee involvement
- 2—Impact on local community, quality of applications, gifts from individuals
- 3—Geographical location, size of audience, coordination with similar groups, artistic merit, management capability, board of directors
- 4—Publicity value, support by other firms, matching grants, support by foundations/government

United States Steel Corporation Pittsburgh, PA

Foundation/Trust:
United States Steel Foundation, Inc.
600 Grant Street
Pittsburgh, PA 15230

Contributions contact: James T. Hosey, Vice President and Executive Director, Foundation

Phone: (412) 433-5238

Information year: 1981

Total contributions-all categories: \$7,565,265

Arts & culture: Total contributions, \$1,392,000; largest contribution, \$700,000; number of contributions, 61

Health & welfare: Total contributions, \$3,815,265; largest contribution, \$1,000,000; number of contributions, 211

Education: Total contributions, \$2,050,000; largest contribution, \$500,000; number of contributions, 57

Civic: Total contributions, \$232,500; largest contribution, \$65,000; number of contributions, 43

Other: Total contributions, \$75,500; number of contributions, 18

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 18%; home office, 34%; plant locations, 19%; sales locations, 11%; division locations, 8%

Non-home office contributions decisions: Home

Annual report on contributions: Yes

Application deadline: n/a

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, theater, dance, opera

Recent examples of arts contributions recipients: Pittsburgh Ballet Theatre, Pittsburgh Symphony Society, Corporate Theater Fund, Affiliate Artists, Inc., Museum of Modern Art

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, quality of applications, artistic merit, management capability
- 2—Impact on local community, employee involvement, size of audience, coordination with similar groups, board of directors
- 3—Publicity value, support by foundations/government
- 4—Support by other firms, gifts from individuals
- 5—Matching grants

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1975

**United States Tobacco
Company**
100 West Putnam Avenue
Greenwich, CT 06830

Contributions contact: Keith Rogers,
Chairman, Corporate Contributions Committee

Phone: (203) 661-1100

Information year: 1980

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions:
Home, Field

Annual report on contributions: No
Annual report planned: No

Requirements for applications: Narrative/letter,
contributors list

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio

Recent examples of arts contributions recipients: WNET (Public Television), Greenwich Arts Council, Museum of Natural History

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a; product donations, \$n/a

**United States Trust
Company of New York**
New York, NY

Foundation/Trust:
**United States Trust Company of
New York Foundation**
45 Wall Street
New York, NY 10005

Contributions contact: Carol A. Strickland,
Vice President and Secretary

Phone: (212) 425-4500

Information year: 1981

Total contributions-all categories: \$209,000

Arts & culture: Total contributions, \$30,000; largest contribution, \$4,000; number of contributions, 26; number of requests, 75

Health & welfare: Total contributions, \$39,000; largest contribution, \$5,000; number of contributions, 9; number of requests, 30

Education: Total contributions, \$94,000; largest contribution, \$5,000; number of contributions, 200

Civic: Total contributions, \$5,000; largest contribution, \$2,500; number of contributions, 2; number of requests, 15

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 90%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Fall-Winter

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list

Weeks required for full review and decisions:

Decisions made May-June

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Lincoln Center, Metropolitan Museum of Art, National Corporate Fund for Dance, New York Public Library, WNET (Public Television)

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, employee involvement, artistic merit, management capability
- 2—Impact on local community
- 3—Support by foundations/government, gifts from individuals, coordination with similar groups, board of directors
- 4—Support by other firms, size of audience, quality of applications
- 5—Publicity value, matching grants

United Technologies Corporation

United Technologies Building Hartford, CT 06101

Contributions contact: Gordon Bowman,
Director, Corporate Creative Programs

Phone: (203) 728-7905

Information year: 1981

Total contributions-all categories: \$7,811,000

Arts & culture: Total contributions, \$1,868,115; largest contribution, \$320,000; number of contributions, 66; number of requests, 250

Health & welfare: Total contributions, \$2,768,522

Education: Total contributions, \$2,229,116

Civic: Total contributions, \$360,861

Other: Total contributions, \$584,673

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 20%; home office, 20%; plant locations, 30%; sales locations, 30%

Non-home office contributions decisions: Home, Home and field jointly

Annual report on contributions: Yes

Application deadline: September 15

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:

4

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Metropolitan Opera, Hartford Stage Company, International Exhibitions Foundation, Connecticut Public Radio, International Center of Photography

Kinds of support normally considered: Capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, publicity value, management capability
- 2—Impact on local community, artistic merit
- 3—Matching grants, size of audience, quality of applications, board of directors
- 4—Employee involvement, support by foundations/government, gifts from individuals, coordination with similar groups
- 5—Support by other firms

Arts support other than contributions: Project support through advertising/public relations, \$700,000 (est.); in kind services and technical assistance, \$n/a

Local or national awards received for arts

support: Business in the Arts Award, 1979, Connecticut Art Directors Award, 1980, 1981, for best graphics for arts support materials

United Telecommunications, Inc.

2330 Johnson Drive
Shawnee Mission, KS 66205

Contributions contact: Charles W. Battey, President

Phone: (913) 676-3312

Information year: 1981

Total contributions-all categories: \$371,363

Arts & culture: Total contributions, \$76,433; largest contribution, \$25,000; number of contributions, 15

Health & welfare: Total contributions, \$52,047; largest contribution, \$20,000; number of contributions, 45

Education: Total contributions, \$127,439; largest contribution, \$5,000; number of contributions, 63

Civic: Total contributions, \$97,167; largest contribution, \$12,000; number of contributions, 77

Other: Total contributions, \$18,277; number of contributions, 23

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Lyric Opera, Performing Arts Foundation, Mid America Arts Alliance, Kansas City Ballet, Starlight Theater

Kinds of support normally considered: Capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Employee involvement, management capability
- 3—Coordination with similar groups
- 4—Support by other firms, size of audience, quality of applications, gifts from individuals, board of directors
- 5—Publicity value, matching grants, support by foundations/government

United Telephone Company of Ohio

P.O. Box 3555

665 Lexington Avenue

Mansfield, OH 44907

Foundation/Trust:

United Telecommunications, Inc.

P.O. Box 11315

Kansas City, MO 64112

Contributions contact: Brant S. Bittner,
Community Relations Manager

Phone: (419)755-8264

Information year: 1982

Total contributions-all categories: \$59,250

Arts & culture: Total contributions, \$6,963
(includes community service); largest
contribution, \$1,000

Health & welfare: Total contributions, \$1,110;
largest contribution, \$500

Education: Total contributions, \$1,575; largest
contribution, \$650

Civic: Total contributions, \$6,633; largest
contribution, \$1,000

Other: Total contributions, \$42,970 (includes
\$27,850 for United Way, \$12,525 for area
development, \$2,000 for employee matching
gifts, and a \$595 contingency); largest
contribution, \$6,200 (United Way), \$3,000
(area development)

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 20%; four specific
regions, 80%

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Application deadline: June

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
application form

Weeks required for full review and decisions:
4

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, theater,
symphony/chamber orchestra

**Recent examples of arts contributions
recipients:** Mansfield Symphony, Kenyon
Festival Theater

Kinds of support normally considered: General
operating expenses

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Size of audience
- 2—Geographical location, impact on local community, employee involvement, publicity value
- 3—Support by other firms, management capability
- 4—Matching grants, quality of applications, artistic merit
- 5—Support by foundations/government, gifts from individuals, coordination with similar groups, board of directors

**Universal Leaf Tobacco
Company, Inc.**
P.O. Box 25099
Richmond, VA 23260

Contributions contact: L.D. Owen, Assistant Secretary

Phone: (804) 359-9311

Information year: 1980

Total contributions-all categories: n/a

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
IRS letter

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, national organizations, performing arts, public TV/radio

Recent examples of arts contributions recipients: National Trust For Historic Preservation, Richmond Ballet, Richmond Symphony, Virginia Museum of Fine Arts, Federated Arts Council of Richmond

Kinds of support normally considered: Special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Impact on local community, artistic merit, management capability
- 2—Geographical location, employee involvement, quality of applications, gifts from individuals, board of directors
- 3—Support by other firms, matching grants, support by foundations/government, size of audience, coordination with similar groups
- 4—Publicity value

The Upjohn Company
7000 Portage Road
Kalamazoo, MI 49001

Contributions contact: Harry J. Tomlinson, Administrator, Corporate Contributions

Phone: (616) 323-4337

Information year: 1981

Total contributions-all categories: \$3,001,425

Arts & culture: Total contributions, \$45,000; largest contribution, \$12,500; number of contributions, 13

Health & welfare: Total contributions, \$968,000; largest contribution, \$273,000; number of contributions, 42

Education: Total contributions, \$1,550,000; largest contribution, \$250,000

Civic: Total contributions, \$36,000

Other: Total contributions, \$402,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter, audited statement
Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Civic Theater (Kalamazoo), Art Institute (Kalamazoo)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Support by foundations/government, gifts from individuals, coordination with similar groups
- 3—Publicity value, support by other firms, matching grants, size of audience, quality of applications, artistic merit
- 4—Management capability, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Valley National Bank of Arizona

**P.O. Box 71
Phoenix, AZ 85001**

**Foundation/Trust:
VNB Foundation, Inc.**

Contributions contact: Anna Foster, Vice President and Chairman of VNB Foundation, Inc. Contributions Committee

Information year: 1981

Total contributions-all categories: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: statewide, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: First of each month
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, statement of purpose

Weeks required for full review and decisions: Immediately after monthly review

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Phoenix Symphony, Phoenix Art Museum, Heard Museum, Arizona Theatre Company

Kinds of support normally considered: Capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, quality of applications, management capability, board of directors
- 2—Geographical location, coordination with similar groups, artistic merit
- 3—Publicity value, support by other firms, size of audience, gifts from individuals
- 5—Matching grants, support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Valley Resources, Inc. 1595 Mendon Road Cumberland, RI 02864

Contributions contact: John H. St. Sauveur, Assistant Vice President

Phone: (401) 333-1595

Information year: 1979

Total contributions-all categories: \$12,537

Arts & culture: Total contributions, \$950; largest contribution, \$800; number of contributions, 3

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, board list

Weeks required for full review and decisions: 9

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums

Recent examples of arts contributions recipients: United Arts Fund, Old Slater Mill Museum, Children's Museum of Rhode Island, Inc.

Kinds of support normally considered: Capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, board of directors
- 2—Support by foundations/government, artistic merit, management capability
- 3—Employee involvement, size of audience
- 4—Publicity value
- 5—Support by other firms, matching grants, gifts from individuals, coordination with similar groups

Arts support other than contributions: In kind services and technical assistance, \$n/a

The Valspar Corporation
P.O. Box 1461
1101 South Third Street
Minneapolis, MN 55440

Foundation/Trust:
Valspar Foundation

Contributions contact: S. Guerrero, Vice President

Phone: (612) 332-7371

Information year: 1981

Total contributions-all categories: \$165,000

Arts & culture: Total contributions, \$16,000; largest contribution, \$1,500; number of contributions, 20; number of requests, 50

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 50%; plant locations, 50%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, performing arts, public TV/radio, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: St. Paul/Ramsey Arts & Science Council, Minneapolis Society of Fine Arts, Minneapolis Orchestra, St. Paul Chamber Orchestra, Guthrie Theater

Kinds of support normally considered: General operating expenses, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, coordination with similar groups, artistic merit, management capability, board of directors, stability
- 2—Support by foundations/government, size of audience, quality of applications
- 3—Employee involvement, support by other firms, matching grants
- 4—Gifts from individuals
- 5—Publicity value

Arts support other than contributions: In kind services and technical assistance, \$5,000

Victoria Bank and Trust Company

P.O. Box 1698
120 South Main Street
Victoria, TX 77902

Contributions contact: Chris M. Langenberg, Vice President

Phone: (512) 573-5151 x300

Information year: 1981

Total contributions-all categories: \$75,000

Arts & culture: Total contributions, \$11,000; largest contribution, \$5,000; number of contributions, 12; number of requests, 16

Education: Total contributions, \$4,000; largest contribution, \$1,600; number of contributions, 8; number of requests, 8

Civic: Total contributions, \$4,000; largest contribution, \$1,000; number of contributions, 35; number of requests, 52

Other: Total contributions, \$40,000; number of contributions, 5

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Prior to October 1 for coming year

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, statement of purpose

Weeks required for full review and decisions: 1 on requests over \$500

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Regional Museum, Open Door Creativity Center, Victoria Symphony Guild, Theater Group, Madrigal Singers

Kinds of support normally considered: General operating expenses, capital projects, commissions to artists, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Size of audience, quality of applications, coordination with similar groups, management capability
- 3—Employee involvement, publicity value, support by other firms, artistic merit, board of directors
- 4—Gifts from individuals
- 5—Matching grants, support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$4,000; in kind services and technical assistance, \$2,000

**Virginia Electric and Power
Company**
P.O. Box 26666
Richmond, VA 23261

Contributions contact: Paul G. Edwards, Vice
President, Public Affairs

Phone: (804) 771-3020

Information year: 1981

Total contributions-all categories: \$426,290

Arts & culture: Total contributions, \$6,295;
largest contribution, \$1,395; number of
contributions, 24

Health & welfare: Total contributions,
\$249,261; largest contribution, \$63,930;
number of contributions, 78

Education: Total contributions, \$164,114;
largest contribution, \$31,515; number of
contributions, 37

Civic: Total contributions, \$2,250; largest
contribution, \$1,000; number of contributions,
5

Other: Total contributions, \$4,370

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, service area, 100%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: January
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
contributors list, audited statement
Weeks required for full review and decisions:
8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public
TV/radio, theater, symphony/chamber
orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Richmond Symphony, Virginia
Museum of Fine Arts, Richmond Ballet, The
Wolf Trap Foundation, Virginia Center for
Creative Arts

Kinds of support normally considered: General
operating expenses, capital projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community
- 2—Publicity value, size of audience, quality of
applications, artistic merit, management
capability, board of directors
- 3—Employee involvement, coordination with
similar groups
- 4—Support by other firms, support by
foundations/government, gifts from
individuals
- 5—Matching grants

Arts support other than contributions: displays
in building, \$n/a

Vulcan, Inc.
Latrobe, PA

Foundation/Trust:
Vulcan, Inc. Charitable Trust
P.O. Box 70
Latrobe, PA 15650

Contributions contact: C.F. Moersch, Jr., Vice
President

Phone: (412) 537-3355

Information year: 1981

Total contributions-all categories: \$79,062

Arts & culture: Total contributions, \$4,200; largest contribution, \$2,500; number of contributions, 5

Health & welfare: Total contributions, \$43,810; largest contribution, \$25,000; number of contributions, 8

Education: Total contributions, \$20,602; largest contribution, \$10,000; number of contributions, 6

Civic: Total contributions, \$6,150; largest contribution, \$2,500; number of contributions, 6

Other: Total contributions, \$4,300; number of contributions, 5

Scope of information: Foundation, only

Geographic areas encompassed by arts contributions: National, 6%; home office, 84%; plant locations, 10%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: October-December
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio, theater, symphony/chamber orchestra

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit
- 2—Size of audience, quality of applications, gifts from individuals, coordination with similar groups, management capability
- 3—Support by other firms, matching grants, support by foundations/government, board of directors
- 5—Publicity value

Vulcan Materials Company

P.O. Box 7497
Birmingham, AL 35253

Contributions contact: J.O. Screven, Senior Vice President and General Counsel

Phone: (205) 877-3203

Information year: 1981

Total contributions-all categories: \$1,048,612

Arts & culture: Total contributions, \$37,705; largest contribution, \$20,000; number of contributions, 23

Health & welfare: Total contributions, \$256,691; largest contribution, \$50,000; number of contributions, 170

Education: Total contributions, \$622,401; largest contribution, \$100,000; number of contributions, 297

Civic: Total contributions, \$62,328; largest contribution, \$25,000; number of contributions, 61

Other: Total contributions, \$69,487; largest contribution, \$10,000; number of contributions, 97

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Birmingham Museum, Alabama Symphony, Birmingham Ballet, Greater Birmingham Arts Alliance

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement

3—Support by other firms

4—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$8,500; art acquisition program for corporate office, \$n/a

The Wachovia Corporation **P.O. Box 3099** **301 North Main Street** **Winston-Salem, NC 27102**

Contributions contact: John F. McNair, III,
Vice Chairman of the Board

Phone: (919) 748-6181

Information year: 1981

Total contributions-all categories: \$1,521,572

Arts & culture: Total contributions, \$268,425; largest contribution, \$156,000; number of contributions, 16

Health & welfare: Total contributions, \$81,375; largest contribution, \$40,375; number of contributions, 12

Education: Total contributions, \$738,095; largest contribution, \$250,000; number of contributions, 39

Civic: Total contributions, \$118,000; largest contribution, \$100,000; number of contributions, 9

Other: Total contributions, \$315,677

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: banking office locations, 100%

Non-home office contributions decisions: Home and field jointly, applications must come through branch locations

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Performing Arts Center of Winston-Salem Arts Council, United Arts Councils, North Carolina Museum of Art, Old Salem, Inc.

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, support by other firms, gifts from individuals, board of directors
- 2—Size of audience, coordination with similar groups
- 3—Employee involvement, management capability
- 4—Quality of applications
- 5—Publicity value, matching grants, support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Local or national awards received for arts support: Business in the Arts Award, 1980

Warner Communications, Inc.

**75 Rockefeller Plaza
New York, NY 10019**

**Foundation/Trust:
Warner Communications
Foundation Inc.**

Contributions contact: Virginia W. Brieant,
Director, Contributions to the Arts

Phone: (212) 484-7554

Information year: 1981

Total contributions-all categories: \$2,901,627

Arts & culture: Total contributions, \$896,750;
largest contribution, \$225,000; number of
contributions, 58

Health & welfare: Total contributions,
\$351,150

Education: Total contributions, \$488,532

Civic: Total contributions, \$505,942 (includes
human services)

Other: Total contributions, \$659,253 (includes
\$588,053 to fundraising benefits)

Scope of information: Corporation only

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Kennedy Center Oral History
Program, 42nd Street Theatre Row, American
Ballet Theatre Choreography Program,
American Music Center, The Acting Company

Kinds of support normally considered: General
operating expenses, capital projects,
commissions to artists, special projects,
matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community, quality of applications, artistic merit, management capability
- 2—Publicity value
- 3—Geographical location, support by other firms, size of audience, board of directors
- 4—Employee involvement, matching grants, support by foundations/government, coordination with similar groups
- 5—Gifts from individuals

Arts support other than contributions: In kind
services and technical assistance, \$n/a

**Local or national awards received for arts
support:** Business in the Arts Award, 1980, for
diverse arts support program; Encore Award
for outstanding service to New York through
the arts

**Warner Electric Brake and
Clutch Company**
South Beloit, IL

Foundation/Trust:
Warner Electric Foundation
449 Gardner Street
South Beloit, IL 61080

Contributions contact: William W. Keefer,
President

Phone: (815) 389-3771

Information year: 1981

Total contributions-all categories: \$108,085

Arts & culture: Total contributions, n/a

Health & welfare: Total contributions, \$1,000

Education: Total contributions, \$75,085

Civic: Total contributions, \$5,000

Other: Total contributions, \$27,000 (United
Way)

Scope of information: Foundation only

Geographic areas encompassed by arts
contributions: Home office, plant locations

Non-home office contributions decisions:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Visual arts/crafts, theater,
symphony/chamber orchestra

Recent examples of arts contributions
recipients: Beloit Symphony Orchestra, Beloit
Historical Society, Beloit College Theater,
Rockford Council for the Arts & Sciences

Kinds of support normally considered:
Corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

1—Employee involvement, management
capability, board of directors

2—Geographical location, matching grants,
quality of applications

3—Impact on local community, size of
audience, gifts from individuals,
coordination with similar groups

4—Publicity value

5—Support by other firms, support by
foundations/government, artistic merit

Arts support other than contributions: In kind
services and technical assistance, \$n/a

Warner Lambert
Morris Plains, NJ 07417

Foundation/Trust:
Warner Lambert Foundation

Contributions contact: Ewart Thomas,
Director, Public and Community Affairs

Phone: (201) 540-2243

Information year: 1980

Total contributions-all categories: \$2,000,000

Arts & culture: Total contributions, \$150,000;
largest contribution, \$15,000; number of
contributions, 25; number of requests, 120

Geographic areas encompassed by arts
contributions: National, 30%; home office,
60%; plant locations, 10%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: Summer

Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, board list, audited statement
Weeks required for full review and decisions:
8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions

recipients: New Jersey Ballet, American Dance Theater, Lincoln Center, Kennedy Center, New Jersey Symphony

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement
- 2—Geographical location, size of audience, quality of applications, artistic merit, management capability, board of directors
- 4—Publicity value, support by other firms, support by foundations/government, coordination with similar groups
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$10,000

Education: Total contributions, \$19,020; largest contribution, \$4,000; number of contributions, 14

Civic: Total contributions, \$11,115; largest contribution, \$2,650; number of contributions, 55

Other: Total contributions, \$638; number of contributions, 4

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%; service area (Washington, D.C., northern Virginia and suburban Maryland counties)

Non-home office contributions decisions: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: est. 2-3

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions

recipients: Capitol Children's Museum, Cultural Alliance of Greater Washington, Washington Humanities and Arts Center, New Playwright's Theatre, Washington Performing Arts Society

Kinds of support normally considered: General operating expenses, capital projects, special projects

Washington Gas Light Company

1100 H Street NW
Washington, DC 20080

Contributions contact: Gerald M. Bowman, Community Relations Coordinator

Phone: (202) 624-6794

Information year: 1981

Total contributions-all categories: \$124,583

Arts & culture: Total contributions, \$7,861; largest contribution, \$1,000; number of contributions, 18

Health & welfare: Total contributions, \$85,949; largest contribution, \$75,000; number of contributions, 25

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Publicity value, support by other firms, support by foundations/government, coordination with similar groups, artistic merit, management capability
- 3—Employee involvement, size of audience, quality of applications, board of directors
- 5—Matching grants, gifts from individuals

Arts support other than contributions: In kind services and technical assistance, \$n/a; employee volunteers, \$n/a

**The Washington Post
Company
1150 15th Street, NW
Washington, DC 20071**

Contributions contact: Mary Bellor, Manager, Corporate Affairs

Phone: (202) 334-6640

Information year: 1981

Total contributions-all categories: \$952,324

Arts & culture: Total contributions, \$172,140

Health & welfare: Total contributions, \$497,485

Education: Total contributions, \$120,918

Civic: Total contributions, \$116,831

Other: Total contributions, \$44,950

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Metropolitan Museum of Art, Kennedy Center, The Washington Opera, The National Symphony, Lincoln Center

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, artistic merit, management capability
- 2—Impact on local community, size of audience
- 3—Support by other firms, matching grants, gifts from individuals, coordination with similar groups, board of directors
- 4—Employee involvement, support by foundations/government, quality of applications
- 5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

**Wausau Insurance
Companies
2000 Westwood Drive
Wausau, WI 54401**

Contributions contact: Roger Drayna, Director, Public Relations

Phone: (715) 842-6092

Information year: 1980

Total contributions-all categories: \$430,625

Arts & culture: Total contributions, \$20,880; largest contribution, \$8,000; number of contributions, 11

Health & welfare: Total contributions, \$55,650; largest contribution, \$34,000; number of contributions, 14

Education: Total contributions, \$176,620; largest contribution, \$35,000; number of contributions, 29

Civic: Total contributions, \$113,325; largest contribution, \$50,000; number of contributions, 12

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 96%; Upper Midwest, 4%

Non-home office contributions decisions: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter
Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Leigh Yawkey Woodson Art Museum, Guthrie Theater, Wausau Area Performing Arts, The Wisconsin Federation of Museums, American Players Theatre, Inc.

Kinds of support normally considered: General operating expenses, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, artistic merit, management capability, board of directors
- 2—Size of audience
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Arts support other than contributions: Project support through advertising/public relations, \$5,000

Wells Fargo and Company
420 Montgomery
San Francisco, CA 94104

Foundation/Trust:
Wells Fargo Foundation
475 Sansome Street
14th Floor
San Francisco, CA 94163

Contributions contact: Elisa Boone, Vice President

Phone: (415) 396-4280

Information year: 1981

Total contributions-all categories: \$2,643,058

Arts & culture: Total contributions, \$313,459

Health & welfare: Total contributions, \$1,203,817

Education: Total contributions, \$559,651

Civic: Total contributions, \$431,295

Other: Total contributions, \$134,833

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: Quarterly

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Orange County Performing Arts Center, San Diego Museum of Art, San Francisco Ballet, San Francisco Symphony, Mother-Lode Musical Theater

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement, artistic merit
- 2—Impact on local community, publicity value, size of audience, coordination with similar groups, management capability, board of directors
- 3—Support by other firms, quality of applications
- 4—Matching grants, support by foundations/government, gifts from individuals

Western Bank
P.O. Box 1720
Coos Bay, OR 97420

Contributions contact: Bruce Laird, Vice President and Marketing Director

Phone: (503) 269-5171

Information year: 1981

Total contributions-all categories: \$28,000

Arts & culture: Total contributions, 12%

Health & welfare: Total contributions, 60%

Education: Total contributions, 20%

Civic: Total contributions, 8%

Scope of information: Corporation only

Geographic areas encompassed by arts

contributions: Home office, plant locations

Non-home office contributions decisions:

Home and field jointly

Annual report on contributions: No

Application deadline: January

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra

Recent examples of arts contributions

recipients: Southwestern Oregon Music Foundation, Joseph Haydn Music Festival, Oregon Shakespeare Festival

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Size of audience, management capability
- 3—Gifts from individuals, board of directors
- 4—Employee involvement, publicity value, support by other firms, matching grants, quality of applications, coordination with similar groups
- 5—Support by foundations/government, artistic merit

Arts support other than contributions: Project support through advertising/public relations, \$5,000; in kind services and technical assistance, \$3,000

**Western Electric
New York, NY**

**Foundation/Trust:
Western Electric Fund
222 Broadway
New York, NY 10038**

Contributions contact: J.J. Grieff, Executive Director, Fund

Phone: (212) 669-2676

Information year: 1981

Total contributions-all categories: \$6,445,052

Arts & culture: Total contributions, \$502,650; largest contribution, \$20,000; number of contributions, 170; number of requests, thousands

Health & welfare: Total contributions, \$2,975,415; largest contribution, \$175,000 (United Way); number of requests, thousands

Education: Total contributions, \$2,966,987; largest contribution, \$50,450; number of requests, less than 1000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 5%; home office, 10%; plant locations, 45%; sales locations, 40%

Non-home office contributions decisions: Trustees of corporate foundation

Annual report on contributions: Yes

Application deadline: Performing arts recommendations must be received by local managers of company facilities in November-December; other requests may be submitted throughout the year

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, accomplishments

Weeks required for full review and decisions: 12-16

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio, symphony/chamber orchestra

Recent examples of arts contributions recipients: Lincoln Center, Atlanta Arts Alliance, Lyric Opera of Chicago, Friends of the New Jersey State Museum, Metropolitan Museum of Art

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
 - 2—Quality of applications, artistic merit, management capability
 - 3—Impact on local community, support by other firms, size of audience
 - 4—Coordination with similar groups, board of directors
 - 5—Employee involvement, publicity value, matching grants, support by foundations/government, gifts from individuals
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**Westinghouse Electric
Corporation
Westinghouse Building
Gateway Center
Pittsburgh, PA 15222**

**Foundation/Trust:
Westinghouse Electric Fund**

Contributions contact: Mrs. C.M. Springer, Executive Director, Fund

Phone: (412) 255-3017

Information year: 1981

Total contributions-all categories: \$3,777,639

Arts & culture: Total contributions, \$438,100; largest contribution, \$50,000; number of contributions, 62; number of requests, 500

Health & welfare: Total contributions, \$2,431,084; largest contribution, \$100,000; number of contributions, 102; number of requests, 2,000

Education: Total contributions, \$356,900; largest contribution, \$127,000; number of contributions, 28; number of requests, 1,000

Civic: Total contributions, \$495,820; largest contribution, \$50,000; number of contributions, 87; number of requests, 1,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Plant locations

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 26

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, performing arts

Recent examples of arts contributions recipients: Carnegie Institute of Art, Pittsburgh Symphony Society, American Wind Symphony, Pittsburgh Public Theatre, Pittsburgh Ballet Theatre

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

2—Geographical location, impact on local community, employee involvement, quality of applications, coordination with similar groups, artistic merit, management capability

3—Publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals

4—Size of audience, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

**Westmoreland Coal
Company
Fidelity Building
Philadelphia, PA 19109**

**Foundation/Trust:
Westmoreland Coal Company,
Penn Virginia Corporation**

Contributions contact: Stephen Anderson,
Director of Communications

Phone: (215) 545-2500

Information year: 1981

Total contributions-all categories: \$154,805

Education: Total contributions, \$154,805 (scholarships); number of contributions, 63

Geographic areas encompassed by arts contributions: Home office, 10%; plant locations, 90%

Non-home office contributions decisions: Home and field jointly, trustees

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, public TV/radio

Recent examples of arts contributions recipients: Sunrise Museum (Charleston, WV), Public Broadcasting (Beckley, WV), Slempp Memorial Library (VA)

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Artistic merit, management capability
- 3—Support by other firms, matching grants, size of audience, gifts from individuals
- 4—Quality of applications, coordination with similar groups, board of directors
- 5—Publicity value, support by foundations/government

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a; management support, \$n/a

Westvaco Corporation
299 Park Avenue
New York, NY 10171

Foundation/Trust:
Westvaco Foundation

Contributions contact: Elsie Lund, Assistant to Treasurer

Phone: (212) 688-5000

Information year: 19

Total contributions-all categories: \$850,000 (est.); largest gift, \$40,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home, Field, Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Before September
Written guidelines available: No

Requirements for applications: Narrative/letter, recommendation of division manager

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, symphony/chamber orchestra

Recent examples of arts contributions recipients: Lincoln Center, Spoleto Festival

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, publicity value, matching grants, size of audience, management capability, board of directors
 - 2—Quality of applications
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Weyerhaeuser Company
Tacoma, WA 98477

Foundation/Trust:
Weyerhaeuser Company
Foundation

Contributions contact: Dr. Mary Hall, Vice President and General Manager, Foundation

Phone: (206) 924-3159

Information year: 1981

Total contributions-all categories: \$4,062,731

Arts & culture: Total contributions, 9%; largest contribution, \$90,000

Health & welfare: Total contributions, 36%; largest contribution, \$848,500 (United Way)

Education: Total contributions, 41%; largest contribution, \$254,290

Civic: Total contributions, 6%; largest contribution, \$28,500

Other: Total contributions, 8% (includes environment); largest contribution, \$68,491

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 71.4%; plant locations, 23.8%; sales locations, 4.8%

Non-home office contributions decisions: Field, Home and field jointly

Annual report on contributions: Yes

Best time to apply: Early in the year

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list

Weeks required for full review and decisions: 4-12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts

Recent examples of arts contributions recipients: Corporate Council for the Arts (Seattle), Vancouver Art Gallery (Vancouver), Driftwood Players (Grays Harbor, WA), Cornish School (Seattle), Players State Theatre (Coconut Grove, FL)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, management capability
- 2—Size of audience, coordination with similar groups, artistic merit
- 3—Support by other firms, support by foundations/government, board of directors
- 4—Publicity value
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

Whirlpool Corporation Administrative Center Benton Harbor, MI 49022

Foundation/Trust: The Whirlpool Foundation

Contributions contact: Madalyn C. Higgins, Secretary, Foundation

Phone: (616) 926-5000

Information year: 1981

Total contributions-all categories: \$1,696,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: By November of preceding year

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: City of Saint Joseph Sculpture, Twin Cities Symphony, Lincoln Center, Cathedral School of the Arts, The Art Institute of Chicago

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, coordination with similar groups, artistic merit, management capability
- 2—Employee involvement, board of directors
- 3—Support by other firms, quality of applications
- 4—Matching grants
- 5—Publicity value, support by foundations/government, gifts from individuals

Whittaker Corporation **10880 Wilshire Boulevard** **Los Angeles, CA 90024**

Contributions contact: Don Markey, Public Information Coordinator

Phone: (213) 475-9411

Information year: 1981

Total contributions-all categories: \$315,000

Arts & culture: Total contributions, none

Health & welfare: Total contributions, 38%

Education: Total contributions, 35%

Civic: Total contributions, 27%

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 50%; plant locations, 50%

Non-home office contributions decisions: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: 6-10

The Williams Companies **One Williams Center** **Tulsa, OK 74172**

Foundation/Trust:
Willco Foundation, Inc.

Contributions contact: Graham Sudbury, Director, Corporate Communications

Phone: (918) 588-2111

Information year: 1982

Total contributions-all categories: \$797,000

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Field, Home and field jointly

Best time to apply: None

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: 2

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Mid-America Arts Alliance, Tulsa Philharmonic, Tulsa Performing Arts Center, Tulsa Opera, Tulsa Ballet

Kinds of support normally considered: General operating expenses, capital projects, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, size of audience, artistic merit, management capability, board of directors
- 2—Quality of applications, gifts from individuals, coordination with similar groups
- 3—Support by other firms, matching grants, support by foundations/government
- 5—Publicity value

Arts support other than contributions: Project support through advertising/public relations, \$n/a; in kind services and technical assistance, \$n/a

Wisconsin Dairies Co-op Route #3 Highway 12 Baraboo, WI 53913

Contributions contact: Nancy Landl, Member and Public Affairs Specialist

Phone: (608) 356-8316

Information year: 1981

Total contributions-all categories: \$25,000

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a

Education: Total contributions, n/a

Civic: Total contributions, n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, application form

Weeks required for full review and decisions: 4

Wisconsin Gas Company 626 East Wisconsin Avenue Milwaukee, WI 53202

Contributions contact: B. William Kostecke, Vice President and Treasurer

Information year: 1981

Total contributions-all categories: \$213,430

Arts & culture: Total contributions, \$34,100; largest contribution, \$15,000; number of contributions, 7

Health & welfare: Total contributions, \$131,859; largest contribution, \$75,770; number of contributions, 30

Education: Total contributions, \$38,072; largest contribution, \$17,000; number of contributions, 18

Civic: Total contributions, \$9,399; largest contribution, \$2,000; number of contributions, 29

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 95%; sales locations, 5%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Milwaukee Art Center, United Performing Arts Fund, Milwaukee Symphony Orchestra

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Support by other firms, matching grants, quality of applications, gifts from individuals, coordination with similar groups, management capability, board of directors
- 3—Employee involvement, support by foundations/government, size of audience, artistic merit
- 5—Publicity value

Arts support other than contributions: In kind services and technical assistance, \$n/a

Wisconsin Telephone Company **722 North Broadway** **Milwaukee, WI 53202**

Contributions contact: David F. Nelson, Vice President, External Affairs and Secretary

Phone: (414) 678-2811

Information year: 1981

Total contributions-all categories: \$565,694

Arts & culture: Total contributions, \$43,755; number of contributions, 16

Health & welfare: Total contributions, \$284,048 (includes United Way); number of contributions, 20

Education: Total contributions, \$130,743

Civic: Total contributions, \$17,457; number of contributions, 16

Other: Total contributions, \$89,691 (includes youth programs)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 95%; plant locations, 5%

Non-home office contributions decisions: Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Summer

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list

Weeks required for full review and decisions: 6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: United Performing Arts Fund (Milwaukee), Madison Art Center, Neville Public Museum (Green Bay)

Kinds of support normally considered: General operating expenses, capital projects, matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community, artistic merit, management capability, tax-exempt status
- 2—Geographical location, support by other firms
- 3—Employee involvement, size of audience, quality of applications
- 4—Publicity value, coordination with similar groups, board of directors
- 5—Matching grants, support by foundations/government, gifts from individuals

Witco Chemical Corporation New York, NY

**Foundation/Trust:
The Witco Foundation
520 Madison Avenue
New York, NY 10022**

Contributions contact: , Secretary

Information year: 1981

Total contributions-all categories: \$342,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter
Weeks required for full review and decisions: 4-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts support is very doubtful

Kinds of support normally considered: General operating expenses, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location
- 2—Management capability
- 3—Employee involvement, support by other firms
- 4—Impact on local community, size of audience, coordination with similar groups, board of directors
- 5—Publicity value, matching grants, support by foundations/government, quality of applications, gifts from individuals, artistic merit

Wolverine World Wide, Inc. 9341 Courtland Drive, Northeast Rockford, MI 49351

**Foundation/Trust:
Wolverine Charitable Foundation**

Contributions contact: Robert S. Wolff,
Chairman, Foundation

Phone: (616) 866-1561 x521

Information year: 1979

Total contributions-all categories: \$95,000

Arts & culture: Total contributions, \$18,550; largest contribution, \$5,000; number of contributions, 9; number of requests, 9

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 1

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Performing Arts Campaign, Combined Arts Campaign, Grand Rapids Art Museum, Grand Rapids Symphony, Opera Association of Western Michigan

Kinds of support normally considered: General operating expenses, corporate art purchases, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 3—Matching grants
- 5—Employee involvement, publicity value, support by other firms, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, management capability, board of directors

Arts support other than contributions: Project support through advertising/public relations, \$2,300; in kind services and technical assistance, \$400

Xerox Corporation Stamford, CT

Foundation/Trust:
Xerox Foundation
P.O. Box 1600
Stamford, CT 06904

Contributions contact: Elizabeth T. Kucklick,
Manager, Cultural Affairs

Phone: (203) 329-8711 x3176

Information year: 1981

Total contributions-all categories: \$8,400,000

Arts & culture: Total contributions, \$600,000; largest contribution, \$95,000; number of contributions, 120; number of requests, 1,500

Education: Total contributions, \$3,000,000

Civic: Total contributions, \$3,000,000 (includes United Way and XCIP)

Other: Total contributions, \$1,500,000 (includes national and international affairs)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 22%; sales locations, 6%; corporate headquarters, 10%; areas where Xerox has a large population, 45%; New York City, 11%; Other 6%

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions:
12 for grants above \$5,000; 1-2 for grants under \$5,000

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Affiliate Artists (signature program), Metropolitan Opera, Los Angeles Music Center, Young Audiences of Connecticut, arts councils

Kinds of support normally considered: General operating expenses, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Employee involvement, publicity value, support by other firms, size of audience, management capability
- 3—Support by foundations/government, coordination with similar groups
- 4—Quality of applications, board of directors
- 5—Matching grants, gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$60,000; in kind services and technical assistance, \$30,000

Local or national awards received for arts support: Business in the Arts Award, 1979, for Pompeii Exhibit sponsorship; Business in the Arts Award, 1981, for Electroworks sponsorship

Zale Corporation
3000 Diamond Park Drive
Dallas, TX 75247

Foundation/Trust:
Zale Foundation

Contributions contact: Mary A. Garza,
Executive Vice President, Foundation

Phone: (214) 634-4789

Information year: 1981

Total contributions-all categories: \$1,000,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office

Non-home office contributions decisions:
Home

Annual report on contributions: Yes

Application deadline: n/a

Written guidelines available: Yes

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list

Weeks required for full review and decisions:
8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Dallas Symphony, Dallas Museum of Fine Arts, Dallas Ballet

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, size of audience, quality of applications, coordination with similar groups, management capability
- 2—Geographical location, publicity value, gifts from individuals, board of directors
- 3—Matching grants, support by foundations/government
- 4—Support by other firms, artistic merit

Arts support other than contributions: In kind services and technical assistance, \$n/a

Zayre Corporation
Route 5
Framingham, MA 01701

Foundation/Trust:
Zayre Foundation

Contributions contact: Stanley Berkovitz, Vice President and Director, Consumer and Community Affairs

Phone: (617) 655-7300 x209

Information year: 19

Total contributions-all categories: n/a

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 2-3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, public TV/radio

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, support by other firms, management capability
- 3—Size of audience, artistic merit
- 4—Publicity value
- 5—Matching grants, support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups, board of directors

Zenith Radio Corporation **1000 North Milwaukee Avenue** **Glenview, IL 60025**

Contributions contact: William A. Nail,
Director, Public Relations

Phone: (312) 391-7000

Information year: 1982

Total contributions-all categories: \$399,316

Arts & culture: Total contributions, n/a

Health & welfare: Total contributions, \$30,324

Education: Total contributions, \$64,220

Civic: Total contributions, \$15,540

Other: Total contributions, \$257,330 (includes \$155,700 to United Way, \$38,110 to memberships, \$63,450 to subsidiaries and \$24,970 contingency)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions:
Home and field jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: September of preceding year

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: WTTW (Public Television), Chicago Symphony, DuSable Museum, Lyric Opera of Chicago

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, coordination with similar groups, management capability
- 2—Employee involvement, support by other firms, board of directors
- 3—Publicity value, size of audience, quality of applications, artistic merit
- 4—Matching grants, support by foundations/government
- 5—Gifts from individuals

Arts support other than contributions: Project support through advertising/public relations, \$n/a

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Dow Corning Corporation
Dow Jones & Co. Inc.
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E.I. Du Pont de Nemours & Company
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E

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Equitable Life Assurance Society of the United States
Esmark, Inc.
Ethyl Corporation
European American Bank
Evans Products Company
Ex-Cell-o Corporation
Exxon Corporation

F

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Facet Enterprises, Inc.
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 Gibbs & Hill
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 Gleason Works
 Glenmore Distilleries Company
 Globe Life and Accident Insurance
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 Golden Dawn Foods, Inc.
 B.F. Goodrich Company
 Gould, Inc.
 The Grand Union Company
 Graniteville Company
 Graybar Electric Company
 Incorporated
 Grumman Corporation
 The Guardian Life Insurance
 Company of America
 Gulf Oil Corporation
 Gulf Resources & Chemical
 Corporation
 Gulf + Western Industries, Inc.
 Gulton Industries, Inc.

H

Hanes Dye and Finishing Company
 Harper & Row, Publishers, Inc.
 Harris Corporation
 Hart Shaffner & Marx
 The Hartford Steam Boiler
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 Hawaiian Telephone Company
 The Heil Company
 H.J. Heinz Company
 Hershey Foods Corporation
 Hesston Corporation
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 Houghton Mifflin Company
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James River Corporation
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Mallinckrodt, Inc.
Management Assistance Inc.
Manufacturers Hanover Trust
Company

Mark Controls Corporation
The Marley Company
Marsh and McLennan Companies,
Inc.

Mary Kay Cosmetics, Inc.
Masonite Corporation
Mattel, Inc.
The Maytag Company
McCormick & Company, Inc.
McDermott Incorporated
McDonald's Corporation
McGraw-Edison Company
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McNeil Corporation
McQuay-Perfex, Inc.
The Mead Corporation
Medalist Industries Inc.
Medtronic, Inc.
Medusa Corporation
Mellon Bank, N.A.
Merchants Savings Bank
Merck & Co., Inc.
Metropolitan Life Insurance
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Michigan Bell Telephone Company
Michigan General Corporation
Middlesex Mutual Assurance
Company
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Mobil Oil Corporation
Modine Manufacturing Company
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Monsanto Company
Montgomery Ward
& Company, Inc.
Morgan Guaranty Trust Company
of New York
Morton Norwich Products, Inc.
Motorola Inc.
Mountain Bell
Mountaire Corporation
Multimedia, Inc.
Munsingwear, Inc.

Mutual Benefit Life Insurance
Company

N

NCNB Corporation
NCR Corporation
NL Industries, Inc.
Nalco Chemical Company
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O

Ogilvy & Mather
Oglebay Norton Company
Ohio Bell Telephone Company
Olin Corporation

Olympia Brewing Company
Omark Industries, Inc.
Otter Tail Power Company
Overhead Door Corporation

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PPG Industries, Inc.
Paccar Inc.
Pacific Mutual Life Insurance Company
Pacific Northwest Bell Telephone Company
Pacific Power & Light Company
Pacific Telephone
Paine, Webber, Jackson & Curtis Inc.
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Panhandle Eastern Corporation
Pantasote Inc.
Parisian Stores—Alabama
Penn Central Corporation
Penn Mutual Life Insurance Company
J.C. Penney Company, Inc.
Pennsylvania Manufacturer's Association Insurance Company
Pennsylvania Power and Light Company
Pennzoil Company
Pentair, Inc.
Peoples Energy Corporation
PepsiCo, Inc.
Petrie Stores Corporation
Pfizer, Inc.
Phelps Dodge Corporation
Philadelphia Life Insurance Company
The Philadelphia National Bank
Philip Morris Incorporated
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Phoenix Mutual Life Insurance Company
Piedmont Aviation, Inc.
Pillsbury Company
Pinkerton's Incorporated
Pitney Bowes, Inc.
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Playboy Enterprises, Inc.
Pogo Producing Company
Polaroid Corporation
Pope & Talbot, Inc.
Portland General Electric Company
Pol-latch Corporation
Pocomac Electric Power Company
Presbyterian Ministers Fund

The Procter & Gamble Company
The Progressive Corporation
Protective Corporation
Provident Life Insurance Company
Provident Mutual Life Insurance Company of Philadelphia
Provident National Corporation
The Prudential Insurance Company of America
Purity Supreme Incorporated
Putnam Trust Company

Q

The Quaker Oats Company
Quaker State Oil Refining Corporation

R

RKO General, Inc.
Rainier National Bank
Ralston Purina Company
Raymond Corporation
Rea Magnet Wire Company, Inc.
Reading & Bates Corporation
Reliance Insurance Company
Republic Corporation
Republic Financial Services, Inc.
Republic Steel Corporation
Revco D.S. Inc.
Rexham Corporation
R.J. Reynolds Industries, Inc.
Rhode Island Hospital Trust National Bank
Robertshaw Controls Company
A.H. Robins Company
Rock Island Refining Corporation
Rohn and Haas Company
Rohr Industries, Inc.
Roper Corporation
Rorer Group, Inc.
The Rouse Company
Rubbermaid Incorporated
Ruder Finn & Rotman, Inc.
Rushmore Mutual Life Insurance Company
Russ Togs Incorporated
Ryder System, Inc.

S

SCM Corporation
SPS Technologies
SAFECO Insurance Companies
St. Joseph Light and Power Company
The St. Paul Companies, Inc.

Salt River Project
San Diego Gas & Electric Company
Santa Fe Industries, Inc.
Schering-Plough Corporation
Scholastic, Inc.
Scott Paper Company
Seaboard Surety Company
G.D. Searle and Company
Seattle First National Bank
Seattle Trust and Savings
Security Pacific National Bank
Sentinel Star Company
Shaklee Corporation
Shell Oil Company
Sherex Chemical Company, Inc.
The Sherwin-Williams Company
Signode Corporation
Simmonds Precision Products, Inc.
Simpson Timber Company
Sonesta International Hotels Corporation
Sonoco Products Company
South Carolina National Bank
South Central Bell Telephone Company
Southeast Banking Corporation
Southern California Gas Company
Southwest Forest Industries, Inc.
Southwestern Bell Telephone Company
Southwestern Life Insurance Company
Springs Industries, Inc.
Squibb Corporation
Standard Oil Company (Indiana)
The Standard Oil Company (Ohio)
The Stanley Works
State National Bank
Stauffer Chemical Company
Steiger Tractor, Inc.
Steiner Corporation
Sterling Drug Inc.
J.P. Stevens & Company
Stokely-Van Camp, Inc.
Stone and Webster Incorporated
The Superior Oil Company
Sybron Corporation
Syracuse Supply Company
Systems Development Corporation

T

TRW Inc.
Taft Broadcasting Company
Tandy Corporation
Tasty Baking Company

Teachers Insurance and Annuity
 Association of America
 Technicon Corporation
 Tektronix, Inc.
 The Telex Corporation
 Tenneco, Inc.
 Texaco, Inc.
 Texas Eastern Corporation
 Texfi Industries, Inc.
 Textron Inc.
 Third National Bank and Trust
 Company
 3M
 Time Insurance Company
 Times Mirror
 Todd Shipyards Corporation
 Tosco Corporation
 Tracor, Inc.
 Trans World Airlines
 Transamerica Corporation
 Transco Energy Company
 Transway International
 Corporation
 The Travelers Corporation
 Tremco Incorporated
 Tyler Corporation

U

UMC Industries, Inc.
 William Underwood Company
 Unigard Insurance Corporation
 Union Bank

Union Carbide Corporation
 Union Electric Company
 Union Mutual Insurance Company
 Union Pacific Corporation
 Uniroyal, Inc.
 United Airlines, Inc.
 United Bank of Denver, N.A.
 United Energy Resources, Inc.
 United Refining Company
 United States Gypsum Company
 Unites States Steel Corporation
 United States Tobacco Company
 United States Trust Company of
 New York
 United Technologies Corporation
 United Telecommunications, Inc.
 United Telephone Company of
 Ohio
 Universal Leaf Tobacco Company,
 Inc.
 The Upjohn Company

V

Valley National Bank of Arizona
 Valley Resources, Inc.
 The Valspar Corporation
 Victoria Bank and Trust Company
 Virginia Electric and Power
 Company
 Vulcan, Inc.
 Vulcan Materials Company

W

The Wachovia Corporation
 Warner Communications, Inc.
 Warner Electric Brake and Clutch
 Company
 Warner Lambert
 Washington Gas Light Company
 The Washington Post Company
 Wausau Insurance Companies
 Wells Fargo and Company
 Western Bank
 Western Electric
 Westinghouse Electric Corporation
 Westmoreland Coal Company
 Westvaco Corporation
 Weyerhaeuser Company
 Whirlpool Corporation
 Whittaker Corporation
 The Williams Companies
 Wisconsin Dairies Co-op
 Wisconsin Gas Company
 Wisconsin Telephone Company
 Witco Chemical Corporation

X

Xerox Corporation

Z

Zale Corporation
 Zayre Corporation
 Zenith Radio Corporation

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Alabama Power Company
Blount, Inc.
Ebsco Industries, Inc.
First Alabama Bancshares, Inc.
Liberty National Life Insurance Company
Parisian Stores—Alabama
Protective Corporation
South Central Bell Telephone Company
Vulcan Materials Company

ARIZONA

Arizona Public Service Company
Salt River Project
Southwest Forest Industries, Inc.
Valley National Bank of Arizona

ARKANSAS

Arkansas Power & Light Company
First National Bank in Little Rock
Moultre Corporation

CALIFORNIA

Advanced Micro Devices Inc.
Atlantic Richfield Company
Baker International Corporation
Bank of America
Caesars World, Inc.
Cal Gas Corporation
California and Hawaiian Sugar Company
Carter Hawley Hale Stores, Inc.
Central Pacific Corporation

Chevron U.S.A. Inc.
The Clorox Company
Consolidated Freightways, Inc.
Cooper Laboratories, Inc.
Crocker National Bank
Dataproducts
Di Giorgio Corporation
Ducommun Incorporated
Farmer Brothers Company
Fireman's Fund Insurance Companies
Foremost-McKesson, Inc.
Getty Oil Company
Hewlett-Packard Company
Hexcel Corporation
Kaiser Steel Corporation
Lear Siegler, Inc.
Levi Strauss and Company
Lockheed Corporation
Mattel, Inc.
Pacific Mutual Life Insurance Company
Pacific Telephone
Potlatch Corporation
Republic Corporation
Rohr Industries, Inc.
San Diego Gas & Electric Company
Security Pacific National Bank
Shaklee Corporation
Southern California Gas Company
Systems Development Corporation
Times Mirror
Tosco Corporation

Transamerica Corporation
Union Bank
Wells Fargo and Company
Whittaker Corporation

COLORADO

The Capitol Life Insurance Company
Colorado Interstate Gas Company
First National Bank of Denver
Husky Oil Company
Ideal Basic Industries, Inc.
Mountain Bell
United Bank of Denver, N.A.

CONNECTICUT

ACCO Industries, Inc.
Aetna Life and Casualty
American Can Company
American Thread Company
Armstrong Rubber Company
Avco Corporation
Burndy Corporation
CIGNA Corporation
Champion International Corporation
Chesebrough-Pond's Inc.
Conoco Inc.
The Continental Group, Inc.
The Covenant Insurance Group
The Dexter Corporation
Emery Worldwide
Emhart Corporation
GK Technologies, Incorporated
GTE Corporation

General Reinsurance Corporation
 The Hartford Steam Boiler Inspection and Insurance Company
 Heublein, Inc.
 Insilco Corporation
 Iroquois Brands Ltd.
 Kaman Corporation
 Loctite Corporation
 Lone Star Industries, Inc.
 Middlesex Mutual Assurance Company
 Northeast Utilities Service Company
 Olin Corporation
 Pantasote Inc.
 Phoenix Mutual Life Insurance Company
 Pitney Bowes, Inc.
 Putnam Trust Company
 The Stanley Works
 Stauffer Chemical Company
 The Travelers Corporation
 UMC Industries, Inc.
 Union Carbide Corporation
 United States Tobacco Company
 United Technologies Corporation
 Xerox Corporation

DELAWARE

E.I. Du Pont de Nemours & Company

WASHINGTON DC

Chesapeake and Potomac Telephone Company
 Potomac Electric Power Company
 Washington Gas Light Company
 The Washington Post Company

FLORIDA

American Bankers Insurance Group, Inc.
 Bacardi Imports
 The Family Lines Rail System
 Harris Corporation
 Jim Walter Corporation
 Ryder System, Inc.
 Sentinel Star Company
 Southeast Banking Corporation

GEORGIA

Charter Medical Corporation
 Citizens and Southern Georgia Corporation
 Equifax Inc.

HAWAII

Amfac, Inc.
 Alexander & Baldwin, Inc.
 Hawaiian Telephone Company

IDAHO

Boise Cascade Corporation
 First Security Bank of Idaho
 The Idaho First National Bank

ILLINOIS

AXIA Incorporated
 Alberto-Culver Company
 Allstate Insurance Companies
 American National Bank and Trust Company
 Amsted Industries Inc.
 Bankers Life & Casualty Company
 Baxter Travenol Laboratories, Inc.
 Borg-Warner Corporation
 Brunswick Corporation
 The CNA Insurance Companies
 Carson Pirie Scott & Company
 Clow Corporation
 Consolidated Foods Corporation
 Container Corporation of America
 Continental Illinois National Bank and Trust Company
 Country Companies
 Deere & Company
 Esmark, Inc.
 FMC Corporation
 First Chicago Corporation/The First National Bank of Chicago
 Franklin Life Insurance Company
 GATX Corporation
 Gould, Inc.
 Hart Schaffner & Marx
 IC Industries
 Illinois Bell Telephone Company
 Illinois Tool Works
 Inland Steel Company
 Interlake, Inc.
 International Harvester Company
 International Minerals & Chemical Corporation
 Jewel Companies, Inc.
 Kemper Group
 La Grange State Bank
 Lake View Trust and Savings Bank
 Mark Controls Corporation
 Masonite Corporation

McDonald's Corporation
 McGraw-Edison Company
 Montgomery Ward & Company, Inc.
 Morton Norwich Products, Inc.
 Motorola Inc.
 Nalco Chemical Company
 National Can Corporation
 The Northern Trust Company
 Peoples Energy Corporation
 Playboy Enterprises, Inc.
 The Quaker Oats Company
 Roper Corporation
 Santa Fe Industries, Inc.
 G.D. Searle and Company
 Signode Corporation
 Standard Oil Company (Indiana)
 State National Bank
 United Airlines, Inc.
 United States Gypsum Company
 Warner Electric Brake and Clutch Company
 Zenith Radio Corporation

INDIANA

American United Life Insurance
 Central Soya Company, Inc.
 Cummins Engine Company, Inc.
 1st Source Corporation
 Indiana Bell Telephone Company
 Jefferson National Life Insurance Company
 Kimball International, Inc.
 Eli Lilly and Company
 The Lincoln National Life Insurance Company
 Northern Indiana Public Service Company
 Rea Magnet Wire Company, Inc.
 Rock Island Refining Corporation
 Stokely-Van Camp, Inc.

IOWA

Bandag Incorporated
 The Bankers Life
 Employers Mutual Casualty Company
 Hon Industries, Inc.
 Iowa-Illinois Gas and Electric Company
 Iowa Power and Light Company
 Life Investors Incorporated
 The Maytag Company

KANSAS

Cessna Aircraft Company

Coleman Company, Inc.
Hesston Corporation
The Marley Company
United Telecommunications, Inc.

KENTUCKY

Ashland Oil, Inc.
Glenmore Distilleries Company
Liberty National Bank & Trust
Company of Louisville

LOUISIANA

Fidelity National Bank of Baton
Rouge
McDermott Incorporated

MAINE

Central Maine Power Company
Union Mutual Insurance
Company

MARYLAND

Baltimore Gas & Electric
Company
McCormick & Company, Inc.
Noxell Corporation
The Rouse Company

MASSACHUSETTS

Berkshire Life Insurance
Company
Bird & Son, Inc., and Bird
Machine Company, Inc.
The Boston Globe
Cabot Corporation
Compo Industries, Inc.
Digital Equipment Corporation
EG & G Incorporated
The First National Bank of
Boston
GenRad, Inc.
The Gillette Company
Houghton Mifflin Company
Itek Corporation
The Kendall Company
Arthur D. Little, Inc.
Millipore Corporation
New England Mutual Life
Insurance
New England Telephone
Norton Company
Polaroid Corporation
Purity Supreme Incorporated
Sonesta International Hotels
Corporation
William Underwood Company
Zayre Corporation

MICHIGAN

Aeroquip Corporation

American Motors Corporation
Bank of the Commonwealth
Battle Creek Gas Company
The Bendix Corporation
Chrysler Corporation
Clark Equipment Company
Consumers Power Company
Detroit Bank and Trust
Douglas & Lomason Company
Dow Corning Corporation
Ex-Cell-o Corporation
Federal-Mogul Corporation
First American Bank
Corporation
Ford Motor Company
Fruehauf Corporation
General Motors Corporation
Gerber Products Company
Hoover Universal, Inc.
Keeler Brass Company
Michigan Bell Telephone
Company
Monroe Auto Equipment
Company
National Bank of Detroit
National-Standard Company
The Upjohn Company
Whirlpool Corporation
Wolverine World Wide, Inc.

MINNESOTA

Conwed
Dayton Hudson Corporation
Deluxe Check Printers, Inc.
Donaldson Company, Inc.
First Bank Saint Paul
First Bank System
H.B. Fuller Company
General Mills, Inc.
Honeywell Inc.
International Multifoods
Corporation
Inter-Regional Financial Group,
Inc.
Investors Diversified Services,
Inc. (IDS)
Jostens, Inc.
Land O'Lakes, Inc.
McQuay-Perfex, Inc.
Medtronic, Inc.
Minneapolis Star & Tribune
Company
Minnesota Mutual Life Insurance
Company
Munsingwear, Inc.
Northern States Power Company
Northwest Bancorporation
Northwestern National Bank of
Minneapolis

Northwestern National Bank of
St. Paul
Northwestern National Life
Insurance Company
Otter Tail Power Company
Pentair, Inc.
Pillsbury Company
The St. Paul Companies, Inc.
3M
The Valspar Corporation

MISSISSIPPI

Bank of Mississippi

MISSOURI

Brown Group Inc.
Butler Manufacturing Company
Centerre Bank N.A.
Consolidated Aluminum
Corporation
Emerson Electric Co.
Farm and Home Savings
Association
Farmland Industries, Inc.
General American Life
Insurance Company
Graybar Electric Company
Incorporated
Kansas City Southern Industries,
Inc.
Kellwood Company
Laclede Gas Company
Mallinckrodt, Inc.
Missouri Public Service
Company
Monsanto Company
Ralston Purina Company
St. Joseph Light and Power
Company
Southwestern Bell Telephone
Company
Union Electric Company

MONTANA

First Northwestern National
Bank

NEBRASKA

Bankers Life Nebraska
First National Bank and Trust
Company of Lincoln
InterNorth, Inc.
Northwestern Bell Telephone
Company, Inc.

NEVADA

Nevada Power Company

NEW HAMPSHIRE

Chubb Life Insurance Company
of America
Merchants Savings Bank
Nashua Corporation

NEW JERSEY

Allied Corporation
American Cyanamid Company
American Hoechst Corporation
Bell Laboratories
Campbell Soup Company
Crum and Forster
Elizabethtown Gas Company
First National Bank of Princeton
The Grand Union Company
Gulton Industries, Inc.
Interpace Corporation
Jersey Central Power & Light
Company
Johnson & Johnson
Liggett Group Inc.
Merck & Co., Inc.
Mutual Benefit Life Insurance
Company
New Jersey Bell Telephone
Company
New Jersey Communications
Corporation
New Jersey Manufacturers
Insurance Company
New Jersey Natural Gas
Company
Petrie Stores Corporation
The Prudential Insurance
Company of America
Schering-Plough Corporation
Warner Lambert

NEW YORK

ACF Industries, Inc.
AMEV Holdings, Inc.
AMF Incorporated
Abex Corporation
The Allen Group Inc.
Amax Inc.
Amcon Group, Inc.
Amerace Corporation
American Broadcasting
Companies, Inc.
American Express Company
American International Group
American Re-Insurance Company
American Standard Inc.
American Telephone and
Telegraph Company
Asarco, Inc.
Avon Products, Inc.
N.W. Ayer, Inc.

Bairnco Corporation
The Bank Of New York
Bankers Trust Company
Bankers Trust Company, Hudson
Valley, NY
Bristol-Myers Company
Buffalo Forge Company
Bulova Watch Company, Inc.
CBS, Inc.
CT Corporation System
Central Hudson Gas & Electric
Corporation
Champion Products Inc.
The Chase Manhattan Bank, N.A.
Chemical Bank
Chioke International Corporation
Citibank, N.A.
College Point Savings Bank
Collins & Aikman Corporation
Colt Industries Inc.
Compton Advertising, Inc.
Congress Financial Corporation
The Continental Corporation
Corning Glass Works
Creamer Incorporated
Crompton & Knowles
Corporation
Culbro Corporation
Curtice-Burns, Inc.
Donaldson, Lufkin and Jenrette,
Inc.
Dow Jones & Co. Inc.
Eastman Kodak Company
Equitable Life Assurance Society
of the United States
European American Bank
Exxon Corporation
The First Boston Corporation
Fisher-Price Toys
Freeport-McMoRan Inc.
R.T. French Company
Gannett Company, Inc.
General Felt Industries/Knoll
International
General Foods Corporation
Gibbs & Hill
Gleason Works
Grumman Corporation
The Guardian Life Insurance
Company of America
Gulf + Western Industries, Inc.
Harper & Row, Publishers, Inc.
Home Life Insurance Company
of New York
The Horn and Hardart
Company
IBM
International Paper Company

International Telephone and
Telegraph Corporation
Irving Trust Company
Kearney-National Inc.
Lever Brothers Company
Long Island Lighting Company
Management Assistance Inc.
Manufacturers Hanover Trust
Company
Marsh and McLennan
Companies, Inc.
McGraw-Hill, Inc.
Metropolitan Life Insurance
Company
Mobil Oil Corporation
Morgan Guaranty Trust
Company of New York
NL Industries, Inc.
National Kinney Corporation
New York Life Insurance
Company
New York Telephone
The New York Times Company
Newsweek, Inc.
Ogilvy & Mather
Paine, Webber, Jackson & Curtis
Inc.
Pan American World Airways,
Inc.
Penn Central Corporation
J.C. Penney Company, Inc.
PepsiCo, Inc.
Pfizer, Inc.
Phelps Dodge Corporation
Philip Morris Incorporated
Pinkerton's Incorporated
RKO General, Inc.
Raymond Corporation
Rexham Corporation
Ruder Finn & Rotman, Inc.
Russ Togs Incorporated
SCM Corporation
Scholastic, Inc.
Seaboard Surety Company
Simmonds Precision Products,
Inc.
Squibb Corporation
Sterling Drug Inc.
J.P. Stevens & Company, Inc.
Stone and Webster Incorporated
Sybron Corporation
Syracuse Supply Company
Teachers Insurance and Annuity
Association of America
Technicon Corporation
Texaco, Inc.
Todd Shipyards Corporation
Trans World Airlines

Transway International Corporation
 Union Pacific Corporation
 Uniroyal, Inc.
 United States Trust Company of New York
 Warner Communications, Inc.
 Western Electric
 Westvaco Corporation
 Witco Chemical Corporation

NORTH CAROLINA

Burlington Industries, Inc.
 Burroughs Wellcome Co.
 Carolina Power & Light Company
 Carolina Telephone and Telegraph Company
 Durham Corporation
 First Union Corporation
 Hanes Dye and Finishing Company
 NCNB Corporation
 Nucor Corporation
 Piedmont Aviation, Inc.
 R.J. Reynolds Industries, Inc.
 Texfi Industries, Inc.
 The Wachovia Corporation

NORTH DAKOTA

Provident Life Insurance Company
 Steiger Tractor, Inc.

OHIO

American Electric Power Company, Inc.
 American Greetings Corporation
 AmeriTrust Company
 Armco Inc.
 Baldwin-United Corporation
 Battelle Memorial Institute
 The Broadview Savings and Loan Company
 Cincinnati Bell, Inc.
 Cincinnati Gas & Electric Company
 The Cleveland Electric Illuminating Company
 Commercial Shearing, Inc.
 Cooper Tire & Rubber Company
 Dayton Malleable Inc.
 The Dayton Power and Light Company
 Frisch's Restaurants Inc.
 The General Tire & Rubber Company
 B.F. Goodrich Company

Huffy Corporation
 The Kroger Company
 Landmark Incorporated
 Libbey-Owens-Ford
 McNeil Corporation
 The Mead Corporation
 Medusa Corporation
 Midland Company
 Midland Mutual Life Insurance Company
 Midland-Ross Corporation
 NCR Corporation
 Oglebay Norton Company
 Ohio Bell Telephone Company
 The Procter & Gamble Company
 The Progressive Corporation
 Republic Steel Corporation
 Revco D.S. Inc.
 Rubbermaid Incorporated
 Sherex Chemical Company, Inc.
 The Sherwin-Williams Company
 The Standard Oil Company (Ohio)
 TRW Inc.
 Taft Broadcasting Company
 Third National Bank and Trust Company
 Tremco Incorporated
 United Telephone Company of Ohio

OKLAHOMA

C.R. Anthony Company
 Facet Enterprises, Inc.
 First National Bank and Trust Company
 First National Bank and Trust Company of Oklahoma City
 Globe Life and Accident Insurance Company
 Kerr-McGee Corporation
 Kirkpatrick Oil Company
 The Liberty National Bank and Trust Company
 Phillips Petroleum Company
 Reading & Bates Corporation
 The Telex Corporation
 The Williams Companies

OREGON

Evans Products Company
 Hyster Company
 Jantzen Inc.
 Omark Industries, Inc.
 Pacific Power & Light Company
 Pope & Talbot, Inc.
 Portland General Electric Company

Tektronix, Inc.
 Western Bank

PENNSYLVANIA

Air Products and Chemicals, Inc.
 Aluminum Company of America
 American Sterilizer Company
 Bell of Pennsylvania
 Bethlehem Steel Corporation
 Brockway Glass Company, Inc.
 Carpenter Technology Corporation
 Cyclops Corporation
 Duquesne Light Company
 Fox Grocery Company
 Golden Dawn Foods, Inc.
 Gulf Oil Corporation
 H. J. Heinz Company
 Hershey Foods Corporation
 Jewelcor Incorporated
 Kennametal, Inc.
 Ketchum Communications Inc.
 Koppers Company, Inc.
 Lukens, Inc.
 Mellon Bank, N.A.
 PPG Industries, Inc.
 Penn Mutual Life Insurance Company
 Pennsylvania Manufacturer's Association Insurance Company
 Pennsylvania Power and Light Company
 Philadelphia Life Insurance Company
 The Philadelphia National Bank
 Pittsburgh National Corporation
 Presbyterian Ministers Fund
 Provident Mutual Life Insurance Company of Philadelphia
 Provident National Corporation
 Quaker State Oil Refining Corporation
 Reliance Insurance Company
 Rohm and Haas Company
 Rorer Group Inc.
 SPS Technologies
 Scott Paper Company
 Tasty Baking Company
 United Refining Company
 United States Steel Corporation
 Vulcan, Inc.
 Westinghouse Electric Corporation
 Westmoreland Coal Company

RHODE ISLAND

Citizens Savings Bank and
Citizens Trust Company
Fleet National Bank of Rhode
Island
Leesona Corporation
Rhode Island Hospital Trust
National Bank
Textron Inc.
Valley Resources, Inc.

SOUTH CAROLINA

Graniteville Company
The Liberty Corporation
Multimedia, Inc.
Sonoco Products Company
South Carolina National Bank
Springs Industries, Inc.

SOUTH DAKOTA

First Bank of South Dakota,
N.A.
Rushmore Mutual Life Insurance
Company

TENNESEE

Conwood Corporation
Federal Express Corporation
First Tennessee Bank, N.A.
Memphis
Nashville Gas Company
National Life & Accident
Insurance Company

TEXAS

American Airlines, Inc.
American General Corporation
Bank of the Southwest
Centex Corporation
Cooper Industries, Inc.
Dallas Power and Light
Company
Datapoint Corporation
Dorchester Gas Corporation
Dresser Industries, Inc.
El Paso Electric Company
El Paso Products Company
Elcor Corporation
First City National Bank of
Houston
Geosource, Inc.
Gulf Resources & Chemical
Corporation
Gulf States Utilities Company
Houston Lighting & Power
Company
Howell Corporation
Hughes Tool Company
Imperial Sugar Company

Justin Industries Incorporated
The LTV Corporation
Lifemark Corporation
Mary Kay Cosmetics, Inc.
Michigan General Corporation
Mitchell Energy and
Development Corporation
Overhead Door Corporation
Panhandle Eastern Corporation
Pennzoil Company
Pogo Producing Company
Republic Financial Services, Inc.
Shell Oil Company
Southwestern Life Insurance
Company
The Superior Oil Company
Tandy Corporation
Tenneco, Inc.
Texas Eastern Corporation
Tracor, Inc.
Transco Energy Company
Tyler Corporation
United Energy Resources, Inc.
Victoria Bank and Trust
Company
Zale Corporation

UTAH

Steiner Corporation

VERMONT

National Life Insurance
Company

VIRGINIA

Best Products
British Aerospace Inc.
CSX Corporation
Dominion Bankshares
Corporation
Ethyl Corporation
First American Bank of Virginia
First & Merchants National
Bank
First Virginia Bank of Tidewater
James River Corporation
Robertshaw Controls Company
A.H. Robins Company
Universal Leaf Tobacco
Company, Inc.
Virginia Electric and Power
Company

WASHINGTON

The Boeing Company
Burlington Northern, Inc.
Criton Corporation
Lincoln Mutual Savings Bank
Olympia Brewing Company

Paccar Inc.

Pacific Northwest Bell
Telephone Company
Rainier National Bank
SAFECO Insurance Companies
Seattle First National Bank
Seattle Trust and Savings
Simpson Timber Company
Unigard Insurance Group
Weyerhaeuser Company

WISCONSIN

Barberg and Associates
Bucyrus-Erie Company
Consolidated Papers, Inc.
The Heil Company
Johnson Controls, Inc.
Kimberly-Clark Corporation
Koehring Company
Kohler Company
The Larsen Company
MGIC Investment Corporation
Medalist Industries Inc.
Mirro Corporation
Modine Manufacturing Company
Time Insurance Company
Wausau Insurance Companies
Wisconsin Dairies Co-op
Wisconsin Gas Company
Wisconsin Telephone Company

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 Aluminum Company of America
 Amcon Group, Inc.
 Amerace Corporation
 American Bankers Insurance
 Group, Inc.
 American Broadcasting
 Companies, Inc.
 American Express Company
 American General Corporation
 American Hoechst Corporation
 American Motors Corporation
 American National Bank and
 Trust Company
 Armco Inc.
 Ashland Oil, Inc.
 Avon Products, Inc.
 Baldwin-United Corporation
 Baltimore Gas & Electric
 Company
 Bank of the Southwest
 Battelle Memorial Institute
 The Bendix Corporation
 Blount, Inc.
 Boise Cascade Corporation
 The Boston Globe
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 Buffalo Forge Company
 Burlington Northern, Inc.
 CIGNA Corporation
 Caesars World, Inc.
 Centerre Bank N.A.

Centex Corporation
 Central Hudson Gas & Electric
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 Chevron U.S.A. Inc.
 Clark Equipment Company
 Coleman Company, Inc.
 Compton Advertising, Inc.
 Continental Illinois National
 Bank and Trust Company
 Corning Glass Works
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 The Dayton Power and Light
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 El Paso Products Company
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 European American Bank
 Evans Products Company
 Exxon Corporation
 The Family Lines Rail System
 Farmland Industries, Inc.
 Federal Express Corporation
 First American Bank of Virginia
 1st Source Corporation
 First Tennessee Bank, N.A.
 Memphis

Fisher-Price Toys
 Ford Motor Company
 Freeport-McMoRan Inc.
 R.T. French Company
 Frisch's Restaurants Inc.
 H.B. Fuller Company
 Gannett Company, Inc.
 Geosource, Inc.
 The Gillette Company
 Globe Life and Accident
 Insurance Company
 Gulf Oil Corporation
 Gulf Resources & Chemical
 Corporation
 Hanes Dye and Finishing
 Company
 Hawaiian Telephone Company
 H. J. Heinz Company
 Hershey Foods Corporation
 Hexcel Corporation
 Home Life Insurance Company
 of New York
 IBM
 International Telephone and
 Telegraph Corporation
 InterNorth, Inc.
 Johnson Controls, Inc.
 Justin Industries Incorporated
 Laclede Gas Company
 La Grange State Bank
 Lake View Trust and Savings
 Bank
 Lear Siegler, Inc.
 The Liberty Corporation
 Liberty National Bank & Trust
 Company of Louisville

The Liberty National Bank and Trust Company
 Liggett Group Inc.
 Lone Star Industries, Inc.
 Marsh and McLennan Companies, Inc.
 McDonald's Corporation
 Medtronic, Inc.
 Metropolitan Life Insurance Company
 Michigan Bell Telephone Company
 Michigan General Corporation
 Midland-Ross Corporation
 Mobil Oil Corporation
 Mountain Bell
 Mountaire Corporation
 NL Industries, Inc.
 National Kinney Corporation
 National Life & Accident Insurance Company
 National Life Insurance Company
 Newsweek, Inc.
 Northern Indiana Public Service Company
 Ogilvy & Mather
 PPG Industries, Inc.
 Pan American World Airways, Inc.
 Parisian Stores—Alabama
 Penn Central Corporation
 Pennsylvania Manufacturer's Association Insurance Company
 Pfizer, Inc.
 Philadelphia Life Insurance Company
 Phoenix Mutual Life Insurance Company
 Piedmont Aviation, Inc.
 Polaroid Corporation
 The Procter & Gamble Company
 Protective Corporation
 The Prudential Insurance Company of America
 RKO General, Inc.
 Reading & Bates Corporation
 Republic Corporation
 Rexham Corporation
 Rohm and Haas Company
 Ruder Finn & Rotman, Inc.
 Russ Togs Incorporated
 Salt River Project
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 Sherex Chemical Company, Inc.
 Simpson Timber Company

Sonesta International Hotels Corporation
 South Central Bell Telephone Company
 The Standard Oil Company (Ohio)
 Steiner Corporation
 Stone and Webster Incorporated
 Syracuse Supply Company
 Systems Development Corporation
 Texaco, Inc.
 Textron Inc.
 Tosco Corporation
 Tracor, Inc.
 Transamerica Corporation
 Transco Energy Company
 Tremco Incorporated
 William Underwood Company
 Union Mutual Insurance Company
 Union Pacific Corporation
 United States Gypsum Company
 United States Trust Company of New York
 Warner Communications, Inc.
 Wisconsin Gas Company
 Wolverine World Wide, Inc.
 Xerox Corporation
 Zenith Radio Corporation

ART CENTERS

ACF Industries, Inc.
 AMEV Holdings, Inc.
 AMF Incorporated
 Amfac, Inc.
 Air Products and Chemicals, Inc.
 Alexander & Baldwin, Inc.
 Amax Inc.
 American Airlines, Inc.
 American Can Company
 American Cyanamid Company
 American Electric Power Company, Inc.
 American International Group
 American Standard Inc.
 American Telephone and Telegraph Company
 American Thread Company
 American United Life Insurance
 Ameritrust Company
 Amsted Industries Inc.
 C.R. Anthony Company
 Arizona Public Service Company
 Arkansas Power & Light Company
 Armstrong Rubber Company
 Atlantic Richfield Company

Avco Corporation
 Avon Products, Inc.
 N.W. Ayer, Inc.
 Baker International Corporation
 Bandag Incorporated
 Bank of America
 The Bank Of New York
 The Bankers Life
 Bankers Life Nebraska
 Bankers Trust Company
 Battle Creek Gas Company
 Baxter Travenol Laboratories, Inc.
 Bell of Pennsylvania
 Bell Laboratories
 Bethlehem Steel Corporation
 Bird & Son, Inc., and Bird Machine Company, Inc.
 The Boeing Company
 Borg-Warner Corporation
 Bristol-Myers Company
 The Broadview Savings and Loan Company
 Brockway Glass Company, Inc.
 Brown Group Inc.
 Bucyrus-Erie Company
 Burndy Corporation
 CBS, Inc.
 CSX Corporation
 Cabot Corporation
 Campbell Soup Company
 The Capitol Life Insurance Company
 Carolina Telephone and Telegraph Company
 Carson Pirie Scott & Company
 Central Pacific Corporation
 Champion Products Inc.
 The Chase Manhattan Bank, N.A.
 Chemical Bank
 Chesapeake and Potomac Telephone Company
 Chesebrough-Pond's Inc.
 Chubb Life Insurance Company of America
 Cincinnati Gas & Electric Company
 Citibank, N.A.
 Citizens and Southern Georgia Corporation
 The Cleveland Electric Illuminating Company
 The Clorox Company
 Collins & Aikman Corporation
 Colorado Interstate Gas Company
 Colt Industries Inc.
 Congress Financial Corporation

Conoco Inc.
 Consolidated Freightways, Inc.
 Container Corporation of America
 The Continental Group, Inc.
 Conwed
 Cooper Industries, Inc.
 Crocker National Bank
 Crum and Forster
 Cummins Engine Company, Inc.
 Curtice-Burns, Inc.
 Cyclops Corporation
 Datapoint Corporation
 Dayton Hudson Corporation
 Dayton Malleable Inc.
 The Dexter Corporation
 Digital Equipment Corporation
 Dominion Bankshares Corporation
 Donaldson Company, Inc.
 Donaldson, Lufkin and Jenrette, Inc.
 Dow Corning Corporation
 Dresser Industries, Inc.
 Ducommun Incorporated
 E.I. Du Pont de Nemours & Company
 Durham Corporation
 Eastman Kodak Company
 Ebsco Industries, Inc.
 Elcor Corporation
 Emerson Electric Co.
 Employers Mutual Casualty Company
 Esmark, Inc.
 Ethyl Corporation
 FMC Corporation
 Facet Enterprises, Inc.
 Federal-Mogul Corporation
 Fidelity National Bank of Baton Rouge
 Fireman's Fund Insurance Companies
 First Alabama Bancshares, Inc.
 First American Bank Corporation
 First Bank Saint Paul
 First Bank of South Dakota, N.A.
 First Bank System
 First & Merchants National Bank
 First National Bank and Trust Company
 First National Bank and Trust Company of Lincoln
 First National Bank and Trust Company of Oklahoma City

First National Bank in Little Rock
 The First National Bank of Boston
 First National Bank of Princeton
 First Northwestern National Bank
 First Security Bank of Idaho
 First Union Corporation
 Foremost-McKesson, Inc.
 Franklin Life Insurance Company
 Fruehauf Corporation
 GATX Corporation
 GTE Corporation
 General Mills, Inc.
 General Motors Corporation
 General Reinsurance Corporation
 GenRad, Inc.
 Getty Oil Company
 Gibbs & Hill
 Gleason Works
 B.F. Goodrich Company
 Gould, Inc.
 The Guardian Life Insurance Company of America
 Gulf + Western Industries, Inc.
 Gulton Industries, Inc.
 Harper & Row, Publishers, Inc.
 Hart Schaffner & Marx
 The Hartford Steam Boiler Inspection and Insurance Company
 The Heil Company
 Hewlett-Packard Company
 Hon Industries, Inc.
 Honeywell Inc.
 Houghton Mifflin Company
 Howell Corporation
 Huffy Corporation
 Hughes Tool Company
 Husky Oil Company
 Hyster Company
 IC Industries
 The Idaho First National Bank
 Ideal Basic Industries, Inc.
 Illinois Bell Telephone Company
 Indiana Bell Telephone Company
 Inland Steel Company
 International Harvester Company
 International Minerals & Chemical Corporation
 International Multifoods Corporation
 International Paper Company
 Interpace Corporation

Investors Diversified Services, Inc. (IDS)
 Iowa-Illinois Gas and Electric Company
 Iowa Power and Light Company
 Iroquois Brands Ltd.
 Irving Trust Company
 Jantzen Inc.
 Jefferson National Life Insurance Company
 Johnson & Johnson
 Jostens, Inc.
 Kaman Corporation
 Kansas City Southern Industries, Inc.
 Kemper Group
 Kerr-McGee Corporation
 Ketchum Communications Inc.
 Kimball International, Inc.
 Kimberly-Clark Corporation
 Kirkpatrick Oil Company
 Koehring Company
 Kohler Company
 Koppers Company, Inc.
 The Kroger Company
 Levi Strauss and Company
 Libbey-Owens-Ford
 Liberty National Bank & Trust Company of Louisville
 Life Investors Incorporated
 Eli Lilly and Company
 Lincoln Mutual Savings Bank
 The Lincoln National Life Insurance Company
 Loctite Corporation
 MGIC Investment Corporation
 Manufacturers Hanover Trust Company
 Mark Controls Corporation
 The Marley Company
 Masonite Corporation
 The Maytag Company
 McCormick & Company, Inc.
 McGraw-Edison Company
 McGraw-Hill, Inc.
 McQuay-Perfex, Inc.
 The Mead Corporation
 Mellon Bank, N.A.
 Merchants Savings Bank
 Midland Mutual Life Insurance Company
 Minneapolis Star & Tribune Company
 Modine Manufacturing Company
 Monsanto Company
 Montgomery Ward & Company, Inc.
 Morgan Guaranty Trust Company of New York

Motorola Inc.
 Multimedia, Inc.
 Munsingwear, Inc.
 NCNB Corporation
 NCR Corporation
 Nashville Gas Company
 National Bank of Detroit
 National-Standard Company
 New England Mutual Life Insurance
 New England Telephone
 New Jersey Bell Telephone Company
 New Jersey Natural Gas Company
 New York Life Insurance Company
 New York Telephone
 The New York Times Company
 Northeast Utilities Service Company
 Northern States Power Company
 The Northern Trust Company
 Northwest Bancorporation
 Northwestern Bell Telephone Company, Inc.
 Northwestern National Bank of Minneapolis
 Northwestern National Bank of St. Paul
 Northwestern National Life Insurance Company
 Norton Company
 Oglebay Norton Company
 Ohio Bell Telephone Company
 Olin Corporation
 Omark Industries, Inc.
 Otter Tail Power Company
 Pacific Mutual Life Insurance Company
 Pacific Northwest Bell Telephone Company
 Pacific Power & Light Company
 Paine, Webber, Jackson & Curtis Inc.
 Panhandle Eastern Corporation
 Penn Mutual Life Insurance Company
 J.C. Penney Company, Inc.
 Pennzoil Company
 Pentair, Inc.
 Peoples Energy Corporation
 Phelps Dodge Corporation
 The Philadelphia National Bank
 Philip Morris Incorporated
 Pillsbury Company
 Pitney Bowes, Inc.
 Pittsburgh National Corporation
 Pogo Producing Company

Portland General Electric Company
 Potlatch Corporation
 Potomac Electric Power Company
 The Progressive Corporation
 Provident Mutual Life Insurance Company of Philadelphia
 Rainier National Bank
 Raymond Corporation
 Rea Magnet Wire Company, Inc.
 Reliance Insurance Company
 Republic Steel Corporation
 R.J. Reynolds Industries, Inc.
 Rhode Island Hospital Trust National Bank
 Robertshaw Controls Company
 A.H. Robins Company
 Rohr Industries, Inc.
 Rorer Group Inc.
 The Rouse Company
 Rubbermaid Incorporated
 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
 Santa Fe Industries, Inc.
 Schering-Plough Corporation
 Scott Paper Company
 G.D. Searle and Company
 Seattle First National Bank
 Seattle Trust and Savings
 Sentinel Star Company
 Shaklee Corporation
 Shell Oil Company
 Simmonds Precision Products, Inc.
 South Carolina National Bank
 Southeast Banking Corporation
 Southern California Gas Company
 Southwest Forest Industries, Inc.
 Southwestern Bell Telephone Company
 Southwestern Life Insurance Company
 Springs Industries, Inc.
 Squibb Corporation
 Standard Oil Company (Indiana)
 State National Bank
 Sterling Drug Inc.
 J.P. Stevens & Company, Inc.
 The Superior Oil Company
 TRW Inc.
 Teachers Insurance and Annuity Association of America
 Technicon Corporation
 Tenneco, Inc.
 Time Insurance Company
 Times Mirror

Transway International Corporation
 Unigard Insurance Group
 Uniroyal, Inc.
 United Airlines, Inc.
 United Bank of Denver, N.A.
 United Energy Resources, Inc.
 United Refining Company
 United States Steel Corporation
 United States Tobacco Company
 United Technologies Corporation
 United Telephone Company of Ohio
 Universal Leaf Tobacco Company, Inc.
 The Upjohn Company
 Valley National Bank of Arizona
 The Valspar Corporation
 Virginia Electric and Power Company
 The Wachovia Corporation
 Washington Gas Light Company
 The Washington Post Company
 Wells Fargo and Company
 Western Electric
 Westinghouse Electric Corporation
 Westmoreland Coal Company
 Weyerhaeuser Company
 Whirlpool Corporation
 The Williams Companies
 Wisconsin Telephone Company
 Zale Corporation

ARTS COUNCILS/UNITED

ARTS FUNDS
 ACF Industries, Inc.
 Amfac, Inc.
 Aeroquip Corporation
 Aetna Life and Casualty
 Air Products and Chemicals, Inc.
 Alexander & Baldwin, Inc.
 Amax Inc.
 American Airlines, Inc.
 American Can Company
 American Cyanamid Company
 American Electric Power Company, Inc.
 American Standard Inc.
 American Sterilizer Company
 American Telephone and Telegraph Company
 American Thread Company
 American United Life Insurance
 C.R. Anthony Company
 Arizona Public Service Company
 Arkansas Power & Light Company

Atlantic Richfield Company
 Aveco Corporation
 Avon Products, Inc.
 Bandag Incorporated
 Bank of America
 The Bank Of New York
 The Bankers Life
 Bankers Life Nebraska
 Bankers Trust Company
 Bankers Trust Company, Hudson
 Valley, NY
 Battle Creek Gas Company
 Baxter Travenol Laboratories,
 Inc.
 Bell of Pennsylvania
 Bell Laboratories
 Best Products
 Bethlehem Steel Corporation
 Bird & Son, Inc., and Bird
 Machine Company, Inc.
 The Boeing Company
 Borg-Warner Corporation
 Bristol-Myers Company
 Brown Group Inc.
 Bucyrus-Erie Company
 Burlington Industries, Inc.
 Burndy Corporation
 Burroughs Wellcome Co.
 Butler Manufacturing Company
 CBS, Inc.
 CSX Corporation
 Carolina Power & Light
 Company
 Carolina Telephone and
 Telegraph Company
 Carter Hawley Hale Stores, Inc.
 Champion International
 Corporation
 Charter Medical Corporation
 The Chase Manhattan Bank,
 N.A.
 Chemical Bank
 Chesapeake and Potomac
 Telephone Company
 Chrysler Corporation
 Cincinnati Bell, Inc.
 Cincinnati Gas & Electric
 Company
 Citizens Savings Bank and
 Citizens Trust Company
 Citizens and Southern Georgia
 Corporation
 The Cleveland Electric
 Illuminating Company
 The Clorox Company
 College Point Savings Bank
 Collins & Aikman Corporation
 Colorado Interstate Gas
 Company

Colt Industries Inc.
 Commercial Shearing, Inc.
 Conoco Inc.
 Consolidated Aluminum
 Corporation
 Consolidated Papers, Inc.
 The Continental Group, Inc.
 Conwed
 Cooper Industries, Inc.
 The Covenant Insurance Group
 Crocker National Bank
 Crum and Forster
 Cummins Engine Company, Inc.
 Curtice-Burns, Inc.
 Cyclops Corporation
 Dataproducts
 Dayton Hudson Corporation
 The Dexter Corporation
 Digital Equipment Corporation
 Dominion Bankshares
 Corporation
 Donaldson Company, Inc.
 Donaldson, Lufkin and Jenrette,
 Inc.
 Dresser Industries, Inc.
 Ducommun Incorporated
 E.I. Du Pont de Nemours &
 Company
 Eastman Kodak Company
 Emerson Electric Co.
 Emhart Corporation
 Ethyl Corporation
 FMC Corporation
 Facet Enterprises, Inc.
 Fidelity National Bank of Baton
 Rouge
 Fireman's Fund Insurance
 Companies
 First Alabama Bancshares, Inc.
 First American Bank
 Corporation
 First Bank Saint Paul
 First Bank of South Dakota,
 N.A.
 First Bank System
 First City National Bank of
 Houston
 First & Merchants National
 Bank
 First National Bank and Trust
 Company
 First National Bank and Trust
 Company of Lincoln
 First National Bank and Trust
 Company of Oklahoma City
 First National Bank in Little
 Rock
 The First National Bank of
 Boston

First National Bank of Princeton
 First Security Bank of Idaho
 First Union Corporation
 First Virginia Bank of Tidewater
 Foremost-McKesson, Inc.
 Fruehauf Corporation
 GATX Corporation
 GTE Corporation
 General American Life
 Insurance Company
 General Foods Corporation
 General Mills, Inc.
 General Motors Corporation
 General Reinsurance
 Corporation
 The General Tire & Rubber
 Company
 GenRad, Inc.
 Gould, Inc.
 Grumman Corporation
 Gulf + Western Industries, Inc.
 Gulton Industries, Inc.
 Harper & Row, Publishers, Inc.
 The Heil Company
 Heublein, Inc.
 Hewlett-Packard Company
 Honeywell Inc.
 Houghton Mifflin Company
 Howell Corporation
 Huffy Corporation
 Hughes Tool Company
 The Idaho First National Bank
 Ideal Basic Industries, Inc.
 Illinois Bell Telephone Company
 Imperial Sugar Company
 Indiana Bell Telephone
 Company
 Inland Steel Company
 International Harvester
 Company
 International Minerals &
 Chemical Corporation
 International Multifoods
 Corporation
 International Paper Company
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 Inc. (IDS)
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 Company
 Iroquois Brands Ltd.
 Irving Trust Company
 Itel Corporation
 James River Corporation
 Jefferson National Life Insurance
 Company
 Jostens, Inc.
 Kaman Corporation
 Kansas City Southern Industries,
 Inc.

Kellwood Company
 Kerr-McGee Corporation
 Kimberly-Clark Corporation
 Kirkpatrick Oil Company
 Kohler Company
 Koppers Company, Inc.
 The Kroger Company
 Land O'Lakes, Inc.
 Libbey-Owens-Ford
 Liberty National Bank & Trust
 Company of Louisville
 Lincoln Mutual Savings Bank
 The Lincoln National Life
 Insurance Company
 Loctite Corporation
 MGIC Investment Corporation
 Mallinckrodt, Inc.
 Manufacturers Hanover Trust
 Company
 Mary Kay Cosmetics, Inc.
 The Maytag Company
 McGraw-Hill, Inc.
 McQuay-Perfex, Inc.
 The Mead Corporation
 Mellon Bank, N.A.
 Merchants Savings Bank
 Middlesex Mutual Assurance
 Company
 Midland Mutual Life Insurance
 Company
 Minneapolis Star & Tribune
 Company
 Minnesota Mutual Life Insurance
 Company
 Modine Manufacturing Company
 Monsanto Company
 Morgan Guaranty Trust
 Company of New York
 Munsingwear, Inc.
 Mutual Benefit Life Insurance
 Company
 NCNB Corporation
 NCR Corporation
 National Bank of Detroit
 National-Standard Company
 Nevada Power Company
 New England Mutual Life
 Insurance
 New England Telephone
 New Jersey Bell Telephone
 Company
 New Jersey Natural Gas
 Company
 New York Life Insurance
 Company
 New York Telephone
 The New York Times Company
 Northeast Utilities Service
 Company

Northern States Power Company
 The Northern Trust Company
 Northwest Bancorporation
 Northwestern Bell Telephone
 Company, Inc.
 Northwestern National Bank of
 Minneapolis
 Northwestern National Bank of
 St. Paul
 Northwestern National Life
 Insurance Company
 Norton Company
 Oglebay Norton Company
 Ohio Bell Telephone Company
 Olin Corporation
 Paccar Inc.
 Pacific Mutual Life Insurance
 Company
 Pacific Northwest Bell
 Telephone Company
 Paine, Webber, Jackson & Curtis
 Inc.
 Panhandle Eastern Corporation
 Pantasote Inc.
 J.C. Penney Company, Inc.
 Pennzoil Company
 Pentair, Inc.
 PepsiCo, Inc.
 Phelps Dodge Corporation
 The Philadelphia National Bank
 Philip Morris Incorporated
 Phillips Petroleum Company
 Pillsbury Company
 Pitney Bowes, Inc.
 Pittsburgh National Corporation
 Pogo Producing Company
 Pope & Talbot, Inc.
 Putnam Trust Company
 Rainier National Bank
 Ralston Purina Company
 Rea Magnet Wire Company,
 Inc.
 Republic Steel Corporation
 Revco D.S. Inc.
 R.J. Reynolds Industries, Inc.
 Rhode Island Hospital Trust
 National Bank
 A.H. Robins Company
 Rock Island Refining
 Corporation
 Rorer Group Inc.
 Rushmore Mutual Life Insurance
 Company
 SAFECO Insurance Companies
 St. Joseph Light and Power
 Company
 The St. Paul Companies, Inc.
 San Diego Gas & Electric
 Company

Santa Fe Industries, Inc.
 Scott Paper Company
 Seattle First National Bank
 Seattle Trust and Savings
 Sentinel Star Company
 Shaklee Corporation
 Shell Oil Company
 Simmonds Precision Products,
 Inc.
 Sonoco Products Company
 South Carolina National Bank
 Southeast Banking Corporation
 Southern California Gas
 Company
 Southwest Forest Industries, Inc.
 Southwestern Bell Telephone
 Company
 Springs Industries, Inc.
 Squibb Corporation
 Standard Oil Company (Indiana)
 The Stanley Works
 State National Bank
 Stauffer Chemical Company
 Steiger Tractor, Inc.
 Sterling Drug Inc.
 The Superior Oil Company
 Sybron Corporation
 TRW Inc.
 Taft Broadcasting Company
 Tandy Corporation
 Teachers Insurance and Annuity
 Association of America
 Technicon Corporation
 Tenneco, Inc.
 Texfi Industries, Inc.
 Third National Bank and Trust
 Company
 3M
 Time Insurance Company
 Times Mirror
 Transway International
 Corporation
 The Travelers Corporation
 Tyler Corporation
 Unigard Insurance Group
 Union Carbide Corporation
 Union Electric Company
 United Airlines, Inc.
 United Bank of Denver, N.A.
 United Energy Resources, Inc.
 United States Steel Corporation
 United States Tobacco Company
 The Upjohn Company
 Valley National Bank of Arizona
 Valley Resources, Inc.
 The Valspar Corporation
 Victoria Bank and Trust
 Company

Virginia Electric and Power Company
 Vulcan Materials Company
 The Wachovia Corporation
 Warner Lambert
 Western Electric
 Weyerhaeuser Company
 Whirlpool Corporation
 The Williams Companies
 Wisconsin Telephone Company
 Zale Corporation

COMMUNITY ARTS

ACF Industries, Inc.
 Amfac, Inc.
 Aetna Life and Casualty
 Air Products and Chemicals, Inc.
 Alexander & Baldwin, Inc.
 American Airlines, Inc.
 American Can Company
 American Electric Power Company, Inc.
 American International Group
 American Thread Company
 American United Life Insurance
 AmeriTrust Company
 Amsted Industries Inc.
 C.R. Anthony Company
 Arizona Public Service Company
 Arkansas Power & Light Company
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 Duquesne Light Company
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 Esmark, Inc.
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 Federal-Mogul Corporation
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 Fireman's Fund Insurance Companies
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 First American Bank Corporation
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 First Security Bank of Idaho
 First Union Corporation
 First Virginia Bank of Tidewater
 Foremost-McKesson, Inc.

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 Fruehauf Corporation
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 Graniteville Company
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 James River Corporation
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 Johnson & Johnson
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 Kirkpatrick Oil Company
 Kohler Company
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 The Kroger Company
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 Levi Strauss and Company
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 Merck & Co., Inc.
 Middlesex Mutual Assurance Company
 Midland Mutual Life Insurance Company
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 Modine Manufacturing Company
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 Monsanto Company

Morgan Guaranty Trust Company of New York
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 Norton Company
 Noxell Corporation
 Ohio Bell Telephone Company
 Olin Corporation
 Olympia Brewing Company
 Omak Industries, Inc.
 Otter Tail Power Company
 Overhead Door Corporation
 Paccar Inc.
 Pacific Mutual Life Insurance Company
 Pacific Northwest Bell Telephone Company
 Pacific Power & Light Company
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 Pitney Bowes, Inc.
 Pittsburgh National Corporation
 Pogo Producing Company
 Portland General Electric Company
 Potlatch Corporation

Potomac Electric Power Company
 Provident Life Insurance Company
 Putnam Trust Company
 Ralston Purina Company
 Reliance Insurance Company
 R.J. Reynolds Industries, Inc.
 Rhode Island Hospital Trust National Bank
 A.H. Robins Company
 Rohr Industries, Inc.
 Roper Corporation
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 Taft Broadcasting Company
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 Technicon Corporation
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation

Texfi Industries, Inc.
 Third National Bank and Trust Company
 3M
 Times Mirror
 Tracor, Inc.
 The Travelers Corporation
 Tyler Corporation
 UMC Industries, Inc.
 Unigard Insurance Group
 Union Carbide Corporation
 Union Electric Company
 United Energy Resources, Inc.
 United Refining Company
 United States Steel Corporation
 United States Tobacco Company
 United Technologies Corporation
 United Telecommunications, Inc.
 Universal Leaf Tobacco Company, Inc.
 The Upjohn Company
 Valley National Bank of Arizona
 Victoria Bank and Trust Company
 Virginia Electric and Power Company
 Vulcan Materials Company
 The Wachovia Corporation
 Warner Lambert
 Washington Gas Light Company
 The Washington Post Company
 Wausau Insurance Companies
 Wells Fargo and Company
 Western Bank
 Westinghouse Electric Corporation
 Westvaco Corporation
 Weyerhaeuser Company
 Whirlpool Corporation
 The Williams Companies
 Wisconsin Telephone Company

LITERATURE

American Airlines, Inc.
 American Thread Company
 Avco Corporation
 Bandag Incorporated
 The Bankers Life
 Bankers Trust Company
 Battle Creek Gas Company
 Bell Laboratories
 CBS, Inc.
 Champion International Corporation
 Chemical Bank
 Chioke International Corporation
 The Cleveland Electric Illuminating Company
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 Congress Financial Corporation
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 Dayton Hudson Corporation
 Dominion Bankshares Corporation
 Ebsco Industries, Inc.
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 Fireman's Fund Insurance Companies
 First City National Bank of Houston
 First National Bank in Little Rock
 The First National Bank of Boston
 First Security Bank of Idaho
 The Guardian Life Insurance Company of America
 Harper & Row, Publishers, Inc.
 Heublein, Inc.
 Hon Industries, Inc.
 Houghton Mifflin Company
 Husky Oil Company
 Johnson & Johnson
 Kimberly-Clark Corporation
 Liberty National Life Insurance Company
 McGraw-Hill, Inc.
 Merchants Savings Bank
 Minneapolis Star & Tribune Company
 Montgomery Ward & Company, Inc.
 Morgan Guaranty Trust Company of New York
 Mutual Benefit Life Insurance Company
 National-Standard Company
 New England Mutual Life Insurance
 New Jersey Bell Telephone Company
 New York Telephone
 The New York Times Company
 Northwestern Bell Telephone Company, Inc.
 Northwestern National Bank of Minneapolis
 Northwestern National Bank of St. Paul
 Norton Company
 Noxell Corporation
 Ohio Bell Telephone Company
 Peoples Energy Corporation
 Potomac Electric Power Company

Rhode Island Hospital Trust
 National Bank
 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
 G.D. Searle and Company
 Seattle Trust and Savings
 Sentinel Star Company
 Shell Oil Company
 Standard Oil Company (Indiana)
 Steiger Tractor, Inc.
 Sterling Drug Inc.
 J.P. Stevens & Company, Inc.
 Sybron Corporation
 Teachers Insurance and Annuity
 Association of America
 Tyler Corporation
 Wausau Insurance Companies
 The Williams Companies
 Wisconsin Telephone Company

MUSEUMS

ACF Industries, Inc.
 AMEV Holdings, Inc.
 AMF Incorporated
 Amfac, Inc.
 Aeroquip Corporation
 Aetna Life and Casualty
 Air Products and Chemicals,
 Inc.
 Alexander & Baldwin, Inc.
 Amax Inc.
 American Airlines, Inc.
 American Can Company
 American Electric Power
 Company, Inc.
 American Greetings Corporation
 American International Group
 American Re-Insurance
 Company
 American Standard Inc.
 American Telephone and
 Telegraph Company
 American Thread Company
 American United Life Insurance
 Ameritrust Company
 Amsted Industries Inc.
 C.R. Anthony Company
 Arizona Public Service Company
 Arkansas Power & Light
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 Atlantic Richfield Company
 Avco Corporation
 Avon Products, Inc.
 N.W. Ayer, Inc.
 Bacardi Imports
 Baker International Corporation
 Baidag Incorporated
 Bank of America

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 The Bankers Life
 Bankers Life Nebraska
 Bankers Trust Company
 Barberg and Associates
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 Bell of Pennsylvania
 Bell Laboratories
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 Bristol-Myers Company
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 Campbell Soup Company
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 Carpenter Technology
 Corporation
 Carson Pirie Scott & Company
 Carter Hawley Hale Stores, Inc.
 Central Soya Company, Inc.
 Champion International
 Corporation
 Champion Products Inc.
 Charter Medical Corporation
 The Chase Manhattan Bank,
 N.A.
 Chemical Bank
 Chesapeake and Potomac
 Telephone Company
 Chesebrough-Pond's Inc.
 Chioke International Corporation
 Chrysler Corporation

Chubb Life Insurance Company
 of America
 Cincinnati Gas & Electric
 Company
 Citibank, N.A.
 Citizens Savings Bank and
 Citizens Trust Company
 The Cleveland Electric
 Illuminating Company
 The Clorox Company
 Clow Corporation
 Collins & Aikman Corporation
 Colorado Interstate Gas
 Company
 Colt Industries Inc.
 Commercial Shearing, Inc.
 Compo Industries, Inc.
 Conoco Inc.
 Consolidated Foods Corporation
 Consolidated Freightways, Inc.
 Consolidated Papers, Inc.
 Container Corporation of
 America
 The Continental Corporation
 The Continental Group, Inc.
 Conwed
 Conwood Corporation
 Cooper Industries, Inc.
 Cooper Tire & Rubber
 Company
 The Covenant Insurance Group
 Crocker National Bank
 Crum and Forster
 Culbro Corporation
 Cummins Engine Company, Inc.
 Curtice-Burns, Inc.
 Cyclops Corporation
 Datapoint Corporation
 Dayton Hudson Corporation
 Dayton Malleable Inc.
 The Dexter Corporation
 Digital Equipment Corporation
 Dominion Bankshares
 Corporation
 Donaldson Company, Inc.
 Donaldson, Lufkin and Jenrette,
 Inc.
 Dow Corning Corporation
 Dresser Industries, Inc.
 Ducommun Incorporated
 E.I. Du Pont de Nemours &
 Company
 Duquesne Light Company
 Durham Corporation
 Eastman Kodak Company
 Ebsco Industries, Inc.
 Elcor Corporation
 Emerson Electric Co.
 Emhart Corporation

Employers Mutual Casualty Company
 Esmark, Inc.
 Ethyl Corporation
 Ex-Cell-o Corporation
 FMC Corporation
 Facet Enterprises, Inc.
 Farm and Home Savings Association
 Federal-Mogul Corporation
 Fidelity National Bank of Baton Rouge
 Fireman's Fund Insurance Companies
 First Alabama Bancshares, Inc.
 First American Bank Corporation
 First Bank Saint Paul
 First Bank of South Dakota, N.A.
 First Bank System
 The First Boston Corporation
 First Chicago Corporation/The First National Bank of Chicago
 First City National Bank of Houston
 First & Merchants National Bank
 First National Bank and Trust Company of Oklahoma City
 First National Bank in Little Rock
 The First National Bank of Boston
 First National Bank of Denver
 First National Bank of Princeton
 First Northwestern National Bank
 First Union Corporation
 First Virginia Bank of Tidewater
 Foremost McKesson, Inc.
 Fruehauf Corporation
 GATX Corporation
 GK Technologies, Incorporated
 GTE Corporation
 General American Life Insurance Company
 General Felt Industries/Knoll International
 General Foods Corporation
 General Mills, Inc.
 General Motors Corporation
 General Reinsurance Corporation
 The General Tire & Rubber Company
 GenRad, Inc.
 Getty Oil Company

Gibbs & Hill
 Gleason Works
 B.F. Goodrich Company
 Gould, Inc.
 The Grand Union Company
 Graniteville Company
 Grumman Corporation
 The Guardian Life Insurance Company of America
 Gulf + Western Industries, Inc.
 Gulton Industries, Inc.
 Harper & Row, Publishers, Inc.
 Hart Schaffner & Marx
 The Hartford Steam Boiler Inspection and Insurance Company
 The Heil Company
 Hesston Corporation
 Heublein, Inc.
 Hewlett-Packard Company
 Hon Industries, Inc.
 Honeywell Inc.
 Houghton Mifflin Company
 Howell Corporation
 Huffy Corporation
 Hughes Tool Company
 Husky Oil Company
 IC Industries
 The Idaho First National Bank
 Ideal Basic Industries, Inc.
 Illinois Bell Telephone Company
 Illinois Tool Works
 Imperial Sugar Company
 Indiana Bell Telephone Company
 Inland Steel Company
 Insilco Corporation
 Interlake, Inc.
 International Harvester Company
 International Minerals & Chemical Corporation
 International Multifoods Corporation
 International Paper Company
 Interpace Corporation
 Inter-Regional Financial Group, Inc.
 Iowa-Illinois Gas and Electric Company
 Iowa Power and Light Company
 Iroquois Brands Ltd.
 Irving Trust Company
 Itek Corporation
 James River Corporation
 Jantzen Inc.
 Jefferson National Life Insurance Company
 Jewel Companies, Inc.

Johnson & Johnson
 Jostens, Inc.
 Kaman Corporation
 Kansas City Southern Industries, Inc.
 Kemper Group
 The Kendall Company
 Kennametal, Inc.
 Kerr-McGee Corporation
 Ketchum Communications Inc.
 Kimberly-Clark Corporation
 Kirkpatrick Oil Company
 Koehring Company
 Kohler Company
 Koppers Company, Inc.
 The Kroger Company
 The LTV Corporation
 Land O'Lakes, Inc.
 The Larsen Company
 Levi Strauss and Company
 Libbey-Owens-Ford
 Liberty National Bank & Trust Company of Louisville
 Liberty National Life Insurance Company
 Lifemark Corporation
 Eli Lilly and Company
 Lincoln Mutual Savings Bank
 The Lincoln National Life Insurance Company
 Loctite Corporation
 Lukens, Inc.
 MGIC Investment Corporation
 Mallinckrodt, Inc.
 Management Assistance Inc.
 Manufacturers Hanover Trust Company
 Mark Controls Corporation
 Mary Kay Cosmetics, Inc.
 Masonite Corporation
 The Maytag Company
 McCormick & Company, Inc.
 McDermott Incorporated
 McGraw-Edison Company
 McGraw-Hill, Inc.
 McNeil Corporation
 McQuay-Perfex, Inc.
 The Mead Corporation
 Mellon Bank, N.A.
 Merchants Savings Bank
 Merck & Co., Inc.
 Middlesex Mutual Assurance Company
 Midland Company
 Midland Mutual Life Insurance Company
 Minneapolis Star & Tribune Company

Minnesota Mutual Life Insurance Company
 Missouri Public Service Company
 Mitchell Energy and Development Corporation
 Modine Manufacturing Company
 Monsanto Company
 Montgomery Ward & Company, Inc.
 Morgan Guaranty Trust Company of New York
 Morton Norwich Products, Inc.
 Motorola Inc.
 Multimedia, Inc.
 NCNB Corporation
 NCR Corporation
 Nalco Chemical Company
 Nashville Gas Company
 National Bank of Detroit
 National Can Corporation
 National-Standard Company
 New England Mutual Life Insurance
 New England Telephone
 New Jersey Bell Telephone Company
 New York Life Insurance Company
 New York Telephone
 The New York Times Company
 Northeast Utilities Service Company
 Northern States Power Company
 The Northern Trust Company
 Northwest Bancorporation
 Northwestern Bell Telephone Company, Inc.
 Northwestern National Bank of Minneapolis
 Northwestern National Bank of St. Paul
 Northwestern National Life Insurance Company
 Norton Company
 Noxell Corporation
 Oglebay Norton Company
 Ohio Bell Telephone Company
 Olin Corporation
 Olympia Brewing Company
 Omark Industries, Inc.
 Otter Tail Power Company
 Pacific Mutual Life Insurance Company
 Pacific Northwest Bell Telephone Company
 Pacific Power & Light Company
 Pacific Telephone

Paine, Webber, Jackson & Curtis Inc.
 Panhandle Eastern Corporation
 Pantasote Inc.
 Penn Mutual Life Insurance Company
 J.C. Penney Company, Inc.
 Pennsylvania Power and Light Company
 Pennzoil Company
 Pentair, Inc.
 Peoples Energy Corporation
 PepsiCo, Inc.
 Phelps Dodge Corporation
 The Philadelphia National Bank
 Philip Morris Incorporated
 Phillips Petroleum Company
 Pillsbury Company
 Pitney Bowes, Inc.
 Pittsburgh National Corporation
 Pogo Producing Company
 Pope & Talbot, Inc.
 Portland General Electric Company
 Potlatch Corporation
 Provident Life Insurance Company
 Provident Mutual Life Insurance Company of Philadelphia
 Provident National Corporation
 The Quaker Oats Company
 Rainier National Bank
 Ralston Purina Company
 Rea Magnet Wire Company, Inc.
 Reliance Insurance Company
 Republic Financial Services, Inc.
 Republic Steel Corporation
 Revco D.S. Inc.
 R.J. Reynolds Industries, Inc.
 Rhode Island Hospital Trust National Bank
 Robertshaw Controls Company
 A.H. Robins Company
 Rock Island Refining Corporation
 Rohr Industries, Inc.
 Rorer Group Inc.
 The Rouse Company
 Rubbermaid Incorporated
 Ryder System, Inc.
 SCM Corporation
 SPS Technologies
 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
 San Diego Gas & Electric Company
 Santa Fe Industries, Inc.
 Schering-Plough Corporation

Scott Paper Company
 G.D. Searle and Company
 Seattle First National Bank
 Seattle Trust and Savings
 Sentinel Star Company
 Shaklee Corporation
 Shell Oil Company
 The Sherwin-Williams Company
 Signode Corporation
 South Carolina National Bank
 Southeast Banking Corporation
 Southern California Gas Company
 Southwest Forest Industries, Inc.
 Southwestern Bell Telephone Company
 Southwestern Life Insurance Company
 Springs Industries, Inc.
 Squibb Corporation
 Standard Oil Company (Indiana)
 The Stanley Works
 Stauffer Chemical Company
 Steiger Tractor, Inc.
 Sterling Drug Inc.
 J.P. Stevens & Company, Inc.
 Stokely-Van Camp, Inc.
 The Superior Oil Company
 Sybron Corporation
 TRW Inc.
 Taft Broadcasting Company
 Tandy Corporation
 Tasty Baking Company
 Teachers Insurance and Annuity Association of America
 Tenneco, Inc.
 Texas Eastern Corporation
 Third National Bank and Trust Company
 3M
 Time Insurance Company
 Times Mirror
 Tracor, Inc.
 Transway International Corporation
 The Travelers Corporation
 Tyler Corporation
 UMC Industries, Inc.
 Unigard Insurance Group
 Union Bank
 Union Carbide Corporation
 Union Electric Company
 Uniroyal, Inc.
 United Airlines, Inc.
 United Bank of Denver, N.A.
 United Energy Resources, Inc.
 United Refining Company
 United States Steel Corporation
 United States Tobacco Company

United Technologies Corporation
 United Telecommunications, Inc.
 Universal Leaf Tobacco Company, Inc.
 The Upjohn Company
 Valley National Bank of Arizona
 Valley Resources, Inc.
 Victoria Bank and Trust Company
 Virginia Electric and Power Company
 Vulcan, Inc.
 Vulcan Materials Company
 The Wachovia Corporation
 Warner Lambert
 Washington Gas Light Company
 The Washington Post Company
 Wausau Insurance Companies
 Wells Fargo and Company
 Western Bank
 Western Electric
 Westmoreland Coal Company
 Westvaco Corporation
 Weyerhaeuser Company
 Whirlpool Corporation
 The Williams Companies
 Wisconsin Telephone Company
 Zale Corporation
 Zayre Corporation

NATIONAL ORGANIZATIONS

Amax Inc.
 American Airlines, Inc.
 American Can Company
 American Cyanamid Company
 American Standard Inc.
 American Telephone and Telegraph Company
 American Thread Company
 Atlantic Richfield Company
 Avco Corporation
 N.W. Ayer, Inc.
 Bank of America
 Bankers Life Nebraska
 Bankers Trust Company
 Bethlehem Steel Corporation
 Bird & Son, Inc., and Bird Machine Company, Inc.
 Bristol-Myers Company
 Brockway Glass Company, Inc.
 Brown Group Inc.
 CBS, Inc.
 Carter Hawley Hale Stores, Inc.
 Champion International Corporation
 Chesebrough-Pond's Inc.
 Chrysler Corporation
 Chubb Life Insurance Company of America

Citibank, N.A.
 Citizens and Southern Georgia Corporation
 Conoco Inc.
 Consolidated Foods Corporation
 Consolidated Freightways, Inc.
 Container Corporation of America
 The Continental Corporation
 The Continental Group, Inc.
 Crum and Forster
 Cummins Engine Company, Inc.
 The Dexter Corporation
 Dow Corning Corporation
 Eastman Kodak Company
 Emerson Electric Co.
 Equitable Life Assurance Society of the United States
 Ethyl Corporation
 Federal-Mogul Corporation
 The First Boston Corporation
 First National Bank of Denver
 GK Technologies, Incorporated
 GTE Corporation
 General Motors Corporation
 GenRad, Inc.
 Getty Oil Company
 Gibbs & Hill
 B.F. Goodrich Company
 Gould, Inc.
 The Grand Union Company
 Gulf + Western Industries, Inc.
 Harper & Row, Publishers, Inc.
 Heublein, Inc.
 Hewlett-Packard Company
 Husky Oil Company
 International Harvester Company
 International Minerals & Chemical Corporation
 Iroquois Brands Ltd.
 Jefferson National Life Insurance Company
 Johnson & Johnson
 Kaman Corporation
 Ketchum Communications Inc.
 Kimball International, Inc.
 The LTV Corporation
 Eli Lilly and Company
 Manufacturers Hanover Trust Company
 McDermott Incorporated
 McGraw-Edison Company
 McGraw-Hill, Inc.
 Merck & Co., Inc.
 Mitchell Energy and Development Corporation
 Monsanto Company
 Morton Norwich Products, Inc.

Motorola Inc.
 NCR Corporation
 Nalco Chemical Company
 New York Life Insurance Company
 The Northern Trust Company
 Olin Corporation
 Pacific Mutual Life Insurance Company
 Panhandle Eastern Corporation
 Pantasote Inc.
 Penn Mutual Life Insurance Company
 J.C. Penney Company, Inc.
 PepsiCo, Inc.
 Phillips Petroleum Company
 Pitney Bowes, Inc.
 Republic Steel Corporation
 R.J. Reynolds Industries, Inc.
 Rock Island Refining Corporation
 Rohr Industries, Inc.
 Shaklee Corporation
 Shell Oil Company
 South Carolina National Bank
 Southeast Banking Corporation
 Steiger Tractor, Inc.
 Sterling Drug Inc.
 TRW Inc.
 Texas Eastern Corporation
 Times Mirror
 Transway International Corporation
 Union Carbide Corporation
 United Airlines, Inc.
 United States Steel Corporation
 United States Tobacco Company
 United Technologies Corporation
 Universal Leaf Tobacco Company, Inc.
 Virginia Electric and Power Company
 Western Electric
 The Williams Companies
 Zale Corporation

PERFORMING ARTS

ACF Industries, Inc.
 AMEV Holdings, Inc.
 AMF Incorporated
 Amfac, Inc.
 Aetna Life and Casualty
 Air Products and Chemicals, Inc.
 Alexander & Baldwin, Inc.
 Amax Inc.
 American Airlines, Inc.
 American Can Company
 American Cyanamid Company

American Electric Power
 Company, Inc.
 American International Group
 American Re-Insurance
 Company
 American Standard Inc.
 American Telephone and
 Telegraph Company
 American Thread Company
 American United Life Insurance
 AmeriTrust Company
 Amsted Industries Inc.
 C.R. Anthony Company
 Arizona Public Service Company
 Arkansas Power & Light
 Company
 Armstrong Rubber Company
 Asarco, Inc.
 Atlantic Richfield Company
 Avco Corporation
 Avon Products, Inc.
 Bacardi Imports
 Baker International Corporation
 Bandag Incorporated
 Bank of America
 The Bank Of New York
 The Bankers Life
 Bankers Life & Casualty
 Company
 Bankers Life Nebraska
 Bankers Trust Company
 Bankers Trust Company, Hudson
 Valley, NY
 Battle Creek Gas Company
 Baxter Travenol Laboratories,
 Inc.
 Bell of Pennsylvania
 Bell Laboratories
 Berkshire Life Insurance
 Company
 Best Products
 Bethlehem Steel Corporation
 The Boeing Company
 Borg-Warner Corporation
 Bristol-Myers Company
 The Broadview Savings and
 Loan Company
 Brockway Glass Company, Inc.
 Brown Group Inc.
 Bucyrus-Erie Company
 Burlington Industries, Inc.
 Burndy Corporation
 Burroughs Wellcome Co.
 Butler Manufacturing Company
 CBS, Inc.
 The CNA Insurance Companies
 CSX Corporation
 CT Corporation System
 Cabot Corporation

California and Hawaiian Sugar
 Company
 Campbell Soup Company
 The Capitol Life Insurance
 Company
 Carolina Power & Light
 Company
 Carolina Telephone and
 Telegraph Company
 Carpenter Technology
 Corporation
 Carson Pirie Scott & Company
 Carter Hawley Hale Stores, Inc.
 Central Pacific Corporation
 Central Soya Company, Inc.
 Champion International
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 Cooper Tire & Rubber
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 Dataproducts
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 Rouge
 Fireman's Fund Insurance
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 First American Bank
 Corporation
 First Bank Saint Paul
 First Bank of South Dakota,
 N.A.
 First Bank System
 The First Boston Corporation
 First City National Bank of
 Houston
 First & Merchants National
 Bank
 First National Bank and Trust
 Company

First National Bank and Trust
 Company of Lincoln
 First National Bank and Trust
 Company of Oklahoma City
 First National Bank in Little
 Rock
 The First National Bank of
 Boston
 First National Bank of Denver
 First National Bank of Princeton
 First Northwestern National
 Bank
 First Security Bank of Idaho
 First Union Corporation
 First Virginia Bank of Tidewater
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 GATX Corporation
 GTE Corporation
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 Insurance Company
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 General Reinsurance
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 GenRad, Inc.
 Getty Oil Company
 Gibbs & Hill
 Gleason Works
 Glenmore Distilleries Company
 B.F. Goodrich Company
 Gould, Inc.
 Grumman Corporation
 The Guardian Life Insurance
 Company of America
 Gulf States Utilities Company
 Gulf + Western Industries, Inc.
 Gulton Industries, Inc.
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 Hart Schaffner & Marx
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 Inspection and Insurance
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 The Heil Company
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 Hewlett-Packard Company
 Hon Industries, Inc.
 Honeywell Inc.
 Houghton Mifflin Company
 Howell Corporation
 Huffy Corporation
 Hughes Tool Company
 Husky Oil Company

Hyster Company
 IC Industries
 The Idaho First National Bank
 Ideal Basic Industries, Inc.
 Illinois Bell Telephone Company
 Illinois Tool Works
 Indiana Bell Telephone
 Company
 Inland Steel Company
 Insilco Corporation
 Interlake, Inc.
 International Harvester
 Company
 International Minerals &
 Chemical Corporation
 International Multifoods
 Corporation
 International Paper Company
 Interpace Corporation
 Inter-Regional Financial Group,
 Inc.
 Investors Diversified Services,
 Inc. (IDS)
 Iowa-Illinois Gas and Electric
 Company
 Iowa Power and Light Company
 Iroquois Brands Ltd.
 Irving Trust Company
 Itek Corporation
 James River Corporation
 Jantzen Inc.
 Jefferson National Life Insurance
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 Jewel Companies, Inc.
 Jewelcor Incorporated
 Johnson & Johnson
 Jostens, Inc.
 Kaman Corporation
 Kansas City Southern Industries,
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 Kemper Group
 Kerr-McGee Corporation
 Ketchum Communications Inc.
 Kimball International, Inc.
 Kimberly-Clark Corporation
 Kirkpatrick Oil Company
 Koehring Company
 Kohler Company
 Koppers Company, Inc.
 The Kroger Company
 The LTV Corporation
 Land O'Lakes, Inc.
 Leesona Corporation
 Levi Strauss and Company
 Libbey-Owens-Ford
 Liberty National Bank & Trust
 Company of Louisville
 Liberty National Life Insurance
 Company

Life Investors Incorporated
 Lifemark Corporation
 Eli Lilly and Company
 Lincoln Mutual Savings Bank
 The Lincoln National Life
 Insurance Company
 Lockheed Corporation
 Loctite Corporation
 Lukens, Inc.
 MGIC Investment Corporation
 Mallinckrodt, Inc.
 Management Assistance Inc.
 Manufacturers Hanover Trust
 Company
 Mark Controls Corporation
 The Marley Company
 Mary Kay Cosmetics, Inc.
 The Maytag Company
 McCormick & Company, Inc.
 McGraw-Edison Company
 McGraw-Hill, Inc.
 McNeil Corporation
 McQuay-Perfex, Inc.
 The Mead Corporation
 Mellon Bank, N.A.
 Merchants Savings Bank
 Merck & Co., Inc.
 Middlesex Mutual Assurance
 Company
 Midland Mutual Life Insurance
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 Minneapolis Star & Tribune
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 Minnesota Mutual Life Insurance
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 Mitchell Energy and
 Development Corporation
 Modine Manufacturing Company
 Monsanto Company
 Montgomery Ward & Company,
 Inc.
 Morgan Guaranty Trust
 Company of New York
 Morton Norwich Products, Inc.
 Motorola Inc.
 Munsingwear, Inc.
 Mutual Benefit Life Insurance
 Company
 NCNB Corporation
 NCR Corporation
 Nalco Chemical Company
 National Bank of Detroit
 National Can Corporation
 National-Standard Company
 New England Mutual Life
 Insurance
 New England Telephone
 New Jersey Bell Telephone
 Company

New York Life Insurance
 Company
 New York Telephone
 The New York Times Company
 Northeast Utilities Service
 Company
 Northern States Power Company
 The Northern Trust Company
 Northwest Bancorporation
 Northwestern Bell Telephone
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 Northwestern National Bank of
 Minneapolis
 Northwestern National Bank of
 St. Paul
 Northwestern National Life
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 Oglebay Norton Company
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 PepsiCo, Inc.
 Phelps Dodge Corporation
 The Philadelphia National Bank
 Philip Morris Incorporated
 Phillips Petroleum Company
 Pillsbury Company
 Pitney Bowes, Inc.
 Pittsburgh National Corporation
 Pogo Producing Company
 Pope & Talbot, Inc.
 Portland General Electric
 Company
 Potlatch Corporation
 Potomac Electric Power
 Company
 The Progressive Corporation
 Provident Life Insurance
 Company
 Provident National Corporation

Putnam Trust Company
 The Quaker Oats Company
 Rainier National Bank
 Ralston Purina Company
 Raymond Corporation
 Rea Magnet Wire Company,
 Inc.
 Reliance Insurance Company
 Republic Financial Services, Inc.
 Republic Steel Corporation
 Revco D.S. Inc.
 R.J. Reynolds Industries, Inc.
 Rhode Island Hospital Trust
 National Bank
 A.H. Robins Company
 Rock Island Refining
 Corporation
 Rohr Industries, Inc.
 Roper Corporation
 Rorer Group Inc.
 The Rouse Company
 Rubbermaid Incorporated
 Rushmore Mutual Life Insurance
 Company
 Ryder System, Inc.
 SPS Technologies
 SAFECO Insurance Companies
 St. Joseph Light and Power
 Company
 The St. Paul Companies, Inc.
 San Diego Gas & Electric
 Company
 Santa Fe Industries, Inc.
 Scott Paper Company
 G.D. Searle and Company
 Seattle First National Bank
 Seattle Trust and Savings
 Sentinel Star Company
 Shaklee Corporation
 Shell Oil Company
 Signode Corporation
 Sonoco Products Company
 South Carolina National Bank
 Southeast Banking Corporation
 Southern California Gas
 Company
 Southwest Forest Industries, Inc.
 Southwestern Bell Telephone
 Company
 Southwestern Life Insurance
 Company
 Squibb Corporation
 Standard Oil Company (Indiana)
 The Stanley Works
 State National Bank
 Stauffer Chemical Company
 Steiger Tractor, Inc.
 Sterling Drug Inc.
 J.P. Stevens & Company, Inc.

Stokely-Van Camp, Inc.
 The Superior Oil Company
 Sybron Corporation
 TRW Inc.
 Taft Broadcasting Company
 Tandy Corporation
 Teachers Insurance and Annuity
 Association of America
 Technicon Corporation
 Tektronix, Inc.
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Third National Bank and Trust
 Company
 3M
 Time Insurance Company
 Times Mirror
 Tracor, Inc.
 Transway International
 Corporation
 Tyler Corporation
 UMC Industries, Inc.
 Unigard Insurance Group
 Union Bank
 Union Carbide Corporation
 Union Electric Company
 United Airlines, Inc.
 United Bank of Denver, N.A.
 United Energy Resources, Inc.
 United Refining Company
 United States Steel Corporation
 United States Tobacco Company
 United Technologies Corporation
 United Telecommunications, Inc.
 Universal Leaf Tobacco
 Company, Inc.
 The Upjohn Company
 Valley National Bank of Arizona
 The Valspar Corporation
 Victoria Bank and Trust
 Company
 Virginia Electric and Power
 Company
 Vulcan, Inc.
 Vulcan Materials Company
 The Wachovia Corporation
 Warner Lambert
 Washington Gas Light Company
 The Washington Post Company
 Wausau Insurance Companies
 Wells Fargo and Company
 Western Bank
 Western Electric
 Westinghouse Electric
 Corporation
 Weyerhaeuser Company
 Whirlpool Corporation
 The Williams Companies

Wisconsin Telephone Company
Zale Corporation

PUBLIC TV/RADIO

ACF Industries, Inc.
AMEV Holdings, Inc.
Amfac, Inc.
Abex Corporation
Aetna Life and Casualty
Air Products and Chemicals, Inc.
Alexander & Baldwin, Inc.
Amax Inc.
American Can Company
American Electric Power Company, Inc.
American Re-Insurance Company
American Standard Inc.
American Sterilizer Company
American Telephone and Telegraph Company
American United Life Insurance
Ameritrust Company
Amsted Industries Inc.
C.R. Anthony Company
Arizona Public Service Company
Arkansas Power & Light Company
Atlantic Richfield Company
Avco Corporation
Avon Products, Inc.
Bacardi Imports
Baker International Corporation
Bank of America
The Bank Of New York
The Bankers Life
Bankers Life & Casualty Company
Bankers Life Nebraska
Bankers Trust Company
Baxter Travenol Laboratories, Inc.
Bell of Pennsylvania
Bell Laboratories
Berkshire Life Insurance Company
Best Products
Bethlehem Steel Corporation
Bird & Son, Inc., and Bird Machine Company, Inc.
The Boeing Company
Borg-Warner Corporation
Bristol-Myers Company
The Broadview Savings and Loan Company
Brown Group Inc.
Brunswick Corporation
Bucyrus-Erie Company

Burlington Industries, Inc.
Burndy Corporation
Burroughs Wellcome Co.
The CNA Insurance Companies
CSX Corporation
Cabot Corporation
California and Hawaiian Sugar Company
Campbell Soup Company
The Capitol Life Insurance Company
Carolina Telephone and Telegraph Company
Carpenter Technology Corporation
Carson Pirie Scott & Company
Carter Hawley Hale Stores, Inc.
Central Maine Power Company
Champion International Corporation
Champion Products Inc.
The Chase Manhattan Bank, N.A.
Chemical Bank
Chesapeake and Potomac Telephone Company
Chrysler Corporation
Chubb Life Insurance Company of America
Cincinnati Bell, Inc.
Cincinnati Gas & Electric Company
Citibank, N.A.
Citizens and Southern Georgia Corporation
The Cleveland Electric Illuminating Company
The Clorox Company
Clow Corporation
Collins & Aikman Corporation
Colorado Interstate Gas Company
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Congress Financial Corporation
Conoco Inc.
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The Continental Group, Inc.
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The Covenant Insurance Group
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Crum and Forster
Culbro Corporation
Curtice-Burns, Inc.
Datapoint Corporation
Dataproducts
Dayton Hudson Corporation

The Dexter Corporation
Digital Equipment Corporation
Dominion Bankshares Corporation
Donaldson Company, Inc.
Dow Corning Corporation
Dresser Industries, Inc.
Ducommun Incorporated
E.I. Du Pont de Nemours & Company
Duquesne Light Company
Eastman Kodak Company
Ebsco Industries, Inc.
Emerson Electric Co.
Emhart Corporation
Ethyl Corporation
Ex-Cell-o Corporation
FMC Corporation
Farm and Home Savings Association
Federal-Mogul Corporation
Fidelity National Bank of Baton Rouge
Fireman's Fund Insurance Companies
First Alabama Bancshares, Inc.
First American Bank Corporation
First Bank Saint Paul
First Bank of South Dakota, N.A.
First Bank System
The First Boston Corporation
First Chicago Corporation/The First National Bank of Chicago
First City National Bank of Houston
First & Merchants National Bank
First National Bank and Trust Company of Lincoln
First National Bank in Little Rock
The First National Bank of Boston
First National Bank of Denver
First National Bank of Princeton
First Security Bank of Idaho
First Union Corporation
First Virginia Bank of Tidewater
Foremost-McKesson, Inc.
GATX Corporation
GTE Corporation
General American Life Insurance Company
General Mills, Inc.
General Motors Corporation

General Reinsurance Corporation
 GenRad, Inc.
 Getty Oil Company
 Gleason Works
 B.F. Goodrich Company
 Gould, Inc.
 The Grand Union Company
 The Guardian Life Insurance Company of America
 Gulf + Western Industries, Inc.
 Gulton Industries, Inc.
 Harper & Row, Publishers, Inc.
 Hart Schaffner & Marx
 The Hartford Steam Boiler Inspection and Insurance Company
 The Heil Company
 Hesston Corporation
 Heublein, Inc.
 Hewlett-Packard Company
 Hon Industries, Inc.
 Houghton Mifflin Company
 Howell Corporation
 Huffy Corporation
 Husky Oil Company
 IC Industries
 The Idaho First National Bank
 Ideal Basic Industries, Inc.
 Illinois Bell Telephone Company
 Illinois Tool Works
 Indiana Bell Telephone Company
 Inland Steel Company
 Interlake, Inc.
 International Minerals & Chemical Corporation
 International Multifoods Corporation
 Inter-Regional Financial Group, Inc.
 Investors Diversified Services, Inc. (IDS)
 Iowa Power and Light Company
 Iroquois Brands Ltd.
 Irving Trust Company
 Itek Corporation
 James River Corporation
 Jantzen Inc.
 Jefferson National Life Insurance Company
 Jewelcor Incorporated
 Johnson & Johnson
 Jostens, Inc.
 Kaman Corporation
 Kansas City Southern Industries, Inc.
 Kellwood Company
 Kemper Group

The Kendall Company
 Kennametal, Inc.
 Ketchum Communications Inc.
 Kimball International, Inc.
 Kimberly-Clark Corporation
 Koehring Company
 Kohler Company
 Koppers Company, Inc.
 The Kroger Company
 The LTV Corporation
 Land O'Lakes, Inc.
 Libbey-Owens-Ford
 Liberty National Bank & Trust Company of Louisville
 Life Investors Incorporated
 Lifemark Corporation
 Eli Lilly and Company
 Lincoln Mutual Savings Bank
 The Lincoln National Life Insurance Company
 Lockheed Corporation
 Lukens, Inc.
 MGIC Investment Corporation
 Management Assistance Inc.
 Manufacturers Hanover Trust Company
 The Marley Company
 Mary Kay Cosmetics, Inc.
 Masonite Corporation
 The Maytag Company
 McDermott Incorporated
 McGraw-Edison Company
 McGraw-Hill, Inc.
 McNeil Corporation
 McQuay-Perfex, Inc.
 The Mead Corporation
 Mellon Bank, N.A.
 Merck & Co., Inc.
 Middlesex Mutual Assurance Company
 Minneapolis Star & Tribune Company
 Minnesota Mutual Life Insurance Company
 Mitchell Energy and Development Corporation
 Modine Manufacturing Company
 Monsanto Company
 Morgan Guaranty Trust Company of New York
 Morton Norwich Products, Inc.
 Motorola Inc.
 Mutual Benefit Life Insurance Company
 NCR Corporation
 Nalco Chemical Company
 National Bank of Detroit
 National Can Corporation
 National-Standard Company

Nevada Power Company
 New England Mutual Life Insurance
 New England Telephone
 New Jersey Bell Telephone Company
 New York Life Insurance Company
 New York Telephone
 The New York Times Company
 Northeast Utilities Service Company
 Northern States Power Company
 The Northern Trust Company
 Northwest Bancorporation
 Northwestern Bell Telephone Company, Inc.
 Northwestern National Bank of Minneapolis
 Northwestern National Bank of St. Paul
 Norton Company
 Oglebay Norton Company
 Ohio Bell Telephone Company
 Olin Corporation
 Otter Tail Power Company
 Pacific Mutual Life Insurance Company
 Pacific Northwest Bell Telephone Company
 Pacific Power & Light Company
 Pacific Telephone
 Panhandle Eastern Corporation
 Pantasote Inc.
 Penn Mutual Life Insurance Company
 J.C. Penney Company, Inc.
 Pennsylvania Power and Light Company
 Pennzoil Company
 Pentair, Inc.
 Peoples Energy Corporation
 PepsiCo, Inc.
 Phelps Dodge Corporation
 The Philadelphia National Bank
 Philip Morris Incorporated
 Phillips Petroleum Company
 Pillsbury Company
 Pittsburgh National Corporation
 Playboy Enterprises, Inc.
 Pogo Producing Company
 Potlatch Corporation
 Potomac Electric Power Company
 The Progressive Corporation
 Provident Life Insurance Company
 Provident Mutual Life Insurance Company of Philadelphia

Provident National Corporation
 The Quaker Oats Company
 Rainier National Bank
 Ralston Purina Company
 Reliance Insurance Company
 Republic Steel Corporation
 Revco D.S. Inc.
 Rhode Island Hospital Trust
 National Bank
 A.H. Robins Company
 Rohr Industries, Inc.
 Roper Corporation
 Rorer Group Inc.
 The Rouse Company
 Rushmore Mutual Life Insurance
 Company
 Ryder System, Inc.
 SPS Technologies
 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
 Schering-Plough Corporation
 Scott Paper Company
 G.D. Searle and Company
 Seattle First National Bank
 Seattle Trust and Savings
 Sentinel Star Company
 Shaklee Corporation
 Shell Oil Company
 Signode Corporation
 Simmonds Precision Products,
 Inc.
 Sonoco Products Company
 South Carolina National Bank
 Southeast Banking Corporation
 Southern California Gas
 Company
 Southwest Forest Industries, Inc.
 Southwestern Bell Telephone
 Company
 Squibb Corporation
 The Stanley Works
 Stauffer Chemical Company
 Steiger Tractor, Inc.
 Sterling Drug Inc.
 J.P. Stevens & Company, Inc.
 Stokely-Van Camp, Inc.
 The Superior Oil Company
 Sybron Corporation
 TRW Inc.
 Taft Broadcasting Company
 Tandy Corporation
 Technicon Corporation
 Texas Eastern Corporation
 Third National Bank and Trust
 Company
 3M
 Time Insurance Company
 Times Mirror
 Tracor, Inc.

Transway International
 Corporation
 The Travelers Corporation
 Tyler Corporation
 UMC Industries, Inc.
 Union Bank
 Union Electric Company
 Uniroyal, Inc.
 United Airlines, Inc.
 United Bank of Denver, N.A.
 United Energy Resources, Inc.
 United Refining Company
 United States Steel Corporation
 United States Tobacco Company
 United Technologies Corporation
 United Telecommunications, Inc.
 Universal Leaf Tobacco
 Company, Inc.
 The Valspar Corporation
 Virginia Electric and Power
 Company
 Vulcan, Inc.
 The Wachovia Corporation
 Warner Lambert
 Washington Gas Light Company
 Wausau Insurance Companies
 Wells Fargo and Company
 Western Bank
 Western Electric
 Westmoreland Coal Company
 Whirlpool Corporation
 The Williams Companies
 Wisconsin Telephone Company
 Zayre Corporation

VISUAL ARTS/CRAFTS

AMEV Holdings, Inc.
 Air Products and Chemicals,
 Inc.
 Alexander & Baldwin, Inc.
 American International Group
 American Standard Inc.
 American United Life Insurance
 Ameritrust Company
 Amsted Industries Inc.
 Arkansas Power & Light
 Company
 Atlantic Richfield Company
 Avco Corporation
 Avon Products, Inc.
 Bacardi Imports
 Bank of America
 Bank of Mississippi
 The Bankers Life
 Bankers Life Nebraska
 Bankers Trust Company
 Battle Creek Gas Company
 Baxter Travenol Laboratories,
 Inc.

Bell of Pennsylvania
 Berkshire Life Insurance
 Company
 Best Products
 Bethlehem Steel Corporation
 Bird & Son, Inc., and Bird
 Machine Company, Inc.
 Borg-Warner Corporation
 The Broadview Savings and
 Loan Company
 Brown Group Inc.
 Burroughs Wellcome Co.
 CBS, Inc.
 Cabot Corporation
 Campbell Soup Company
 Carolina Telephone and
 Telegraph Company
 Carter Hawley Hale Stores, Inc.
 Central Pacific Corporation
 Champion International
 Corporation
 Charter Medical Corporation
 The Chase Manhattan Bank,
 N.A.
 Chemical Bank
 Chesapeake and Potomac
 Telephone Company
 Chesebrough-Pond's Inc.
 Chrysler Corporation
 Citibank, N.A.
 Citizens Savings Bank and
 Citizens Trust Company
 Citizens and Southern Georgia
 Corporation
 The Cleveland Electric
 Illuminating Company
 The Clorox Company
 Collins & Aikman Corporation
 Colorado Interstate Gas
 Company
 The Continental Group, Inc.
 Cooper Tire & Rubber
 Company
 The Covenant Insurance Group
 Crocker National Bank
 Crum and Forster
 Cyclops Corporation
 Datapoint Corporation
 Dataproducts
 Dayton Hudson Corporation
 Digital Equipment Corporation
 Dominion Bankshares
 Corporation
 Donaldson Company, Inc.
 Emerson Electric Co.
 Equitable Life Assurance Society
 of the United States
 Esmark, Inc.

Fidelity National Bank of Baton Rouge
 First Bank Saint Paul
 First Bank of South Dakota, N.A.
 First City National Bank of Houston
 First National Bank and Trust Company
 First National Bank and Trust Company of Lincoln
 First National Bank in Little Rock
 The First National Bank of Boston
 First National Bank of Denver
 First National Bank of Princeton
 First Security Bank of Idaho
 First Union Corporation
 Foremost-McKesson, Inc.
 GATX Corporation
 General Felt Industries/Knoll International
 General Mills, Inc.
 General Reinsurance Corporation
 Getty Oil Company
 Gleason Works
 The Guardian Life Insurance Company of America
 Gulf + Western Industries, Inc.
 Gulton Industries, Inc.
 Hon Industries, Inc.
 Houghton Mifflin Company
 Hughes Tool Company
 The Idaho First National Bank
 Insilco Corporation
 Interlake, Inc.
 International Multifoods Corporation
 International Paper Company
 Interpace Corporation
 Inter-Regional Financial Group, Inc.
 Investors Diversified Services, Inc. (IDS)
 Iroquois Brands Ltd.
 Irving Trust Company
 Itel Corporation
 Jantzen Inc.
 Jewelcor Incorporated
 Johnson & Johnson
 Jostens, Inc.
 Kaman Corporation
 Kemper Group
 Ketchum Communications Inc.
 Kirkpatrick Oil Company
 Koehring Company
 The LTV Corporation

Land O'Lakes, Inc.
 Levi Strauss and Company
 Liberty National Bank & Trust Company of Louisville
 Liberty National Life Insurance Company
 Lincoln Mutual Savings Bank
 MGIC Investment Corporation
 Mary Kay Cosmetics, Inc.
 McGraw-Hill, Inc.
 Mellon Bank, N.A.
 Merchants Savings Bank
 Merck & Co., Inc.
 Minneapolis Star & Tribune Company
 Modine Manufacturing Company
 Monsanto Company
 Morgan Guaranty Trust Company of New York
 Morton Norwich Products, Inc.
 Mutual Benefit Life Insurance Company
 NCNB Corporation
 National-Standard Company
 New England Mutual Life Insurance
 New York Telephone
 The New York Times Company
 Northeast Utilities Service Company
 Northern States Power Company
 The Northern Trust Company
 Northwest Bancorporation
 Northwestern Bell Telephone Company, Inc.
 Northwestern National Bank of Minneapolis
 Northwestern National Bank of St. Paul
 Norton Company
 Noxell Corporation
 Ohio Bell Telephone Company
 Olin Corporation
 Omark Industries, Inc.
 Otter Tail Power Company
 Pacific Mutual Life Insurance Company
 Pacific Northwest Bell Telephone Company
 Pacific Power & Light Company
 Paine, Webber, Jackson & Curtis Inc.
 Pantasote Inc.
 Penn Mutual Life Insurance Company
 J.C. Penney Company, Inc.
 Peoples Energy Corporation
 PepsiCo, Inc.
 The Philadelphia National Bank

Philip Morris Incorporated
 Phillips Petroleum Company
 Pitney Bowes, Inc.
 Pittsburgh National Corporation
 Portland General Electric Company
 Potlatch Corporation
 Potomac Electric Power Company
 Provident Life Insurance Company
 Rainier National Bank
 Raymond Corporation
 Rea Magnet Wire Company, Inc.
 R.J. Reynolds Industries, Inc.
 Rhode Island Hospital Trust National Bank
 A.H. Robins Company
 Rock Island Refining Corporation
 Rorer Group Inc.
 The Rouse Company
 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
 Scott Paper Company
 Seattle First National Bank
 Seattle Trust and Savings
 Shaklee Corporation
 Shell Oil Company
 Signode Corporation
 Sonoco Products Company
 South Carolina National Bank
 Southeast Banking Corporation
 Southern California Gas Company
 Southwest Forest Industries, Inc.
 Southwestern Bell Telephone Company
 Springs Industries, Inc.
 Squibb Corporation
 The Stanley Works
 Sterling Drug Inc.
 J.P. Stevens & Company, Inc.
 Sybron Corporation
 TRW Inc.
 Taft Broadcasting Company
 Tektronix, Inc.
 3M
 Time Insurance Company
 Times Mirror
 Tyler Corporation
 Union Electric Company
 United Bank of Denver, N.A.
 United Energy Resources, Inc.
 The Upjohn Company
 Valley National Bank of Arizona
 Victoria Bank and Trust Company

The Wachovia Corporation
 Warner Electric Brake and
 Clutch Company
 Washington Gas Light Company
 The Washington Post Company
 Wausau Insurance Companies
 Whirlpool Corporation
 The Williams Companies
 Zale Corporation

THEATER

Amfac, Inc.
 Aetna Life and Casualty
 Air Products and Chemicals,
 Inc.
 Alexander & Baldwin, Inc.
 American Airlines, Inc.
 American Can Company
 American Electric Power
 Company, Inc.
 American Greetings Corporation
 American Telephone and
 Telegraph Company
 American Thread Company
 American United Life Insurance
 Ameritrust Company
 Amsted Industries Inc.
 C.R. Anthony Company
 Arizona Public Service Company
 Arkansas Power & Light
 Company
 Atlantic Richfield Company
 Avco Corporation
 Bank of America
 The Bankers Life
 Bankers Life Nebraska
 Bankers Trust Company
 Baxter Travenol Laboratories,
 Inc.
 Bell of Pennsylvania
 Bell Laboratories
 Berkshire Life Insurance
 Company
 Best Products
 Bethlehem Steel Corporation
 Bird & Son, Inc., and Bird
 Machine Company, Inc.
 Borg-Warner Corporation
 The Broadview Savings and
 Loan Company
 Brown Group Inc.
 Butler Manufacturing Company
 The CNA Insurance Companies
 Cabot Corporation
 Campbell Soup Company
 Carolina Telephone and
 Telegraph Company
 Carpenter Technology
 Corporation

Carter Hawley Hale Stores, Inc.
 Champion Products Inc.
 Charter Medical Corporation
 The Chase Manhattan Bank,
 N.A.
 Chemical Bank
 Chesapeake and Potomac
 Telephone Company
 Chesebrough-Pond's Inc.
 Chioke International Corporation
 Cincinnati Gas & Electric
 Company
 Citibank, N.A.
 Citizens Savings Bank and
 Citizens Trust Company
 Citizens and Southern Georgia
 Corporation
 The Cleveland Electric
 Illuminating Company
 Colorado Interstate Gas
 Company
 Colt Industries Inc.
 Congress Financial Corporation
 Conoco Inc.
 Consolidated Foods Corporation
 Consolidated Papers, Inc.
 The Continental Group, Inc.
 Cooper Industries, Inc.
 The Covenant Insurance Group
 Criton Corporation
 Crocker National Bank
 Crum and Forster
 Cummins Engine Company, Inc.
 Curtice-Burns, Inc.
 Cyclops Corporation
 Digital Equipment Corporation
 Dominion Bankshares
 Corporation
 Donaldson Company, Inc.
 Donaldson, Lufkin and Jenrette,
 Inc.
 Dresser Industries, Inc.
 E.I. Du Pont de Nemours &
 Company
 Duquesne Light Company
 Durham Corporation
 Emerson Electric Co.
 Emhart Corporation
 Esmark, Inc.
 FMC Corporation
 Facet Enterprises, Inc.
 Farm and Home Savings
 Association
 Fidelity National Bank of Baton
 Rouge
 Fireman's Fund Insurance
 Companies
 First American Bank
 Corporation

First Bank Saint Paul
 First Bank of South Dakota,
 N.A.
 First Bank System
 First Chicago Corporation/The
 First National Bank of
 Chicago
 First City National Bank of
 Houston
 First & Merchants National
 Bank
 First National Bank and Trust
 Company
 First National Bank and Trust
 Company of Oklahoma City
 First National Bank in Little
 Rock
 The First National Bank of
 Boston
 First National Bank of Princeton
 First Security Bank of Idaho
 First Union Corporation
 Foremost-McKesson, Inc.
 Franklin Life Insurance
 Company
 Fruehauf Corporation
 GATX Corporation
 GK Technologies, Incorporated
 GTE Corporation
 General American Life
 Insurance Company
 General Mills, Inc.
 General Motors Corporation
 The General Tire & Rubber
 Company
 GenRad, Inc.
 Getty Oil Company
 Gibbs & Hill
 Gleason Works
 B.F. Goodrich Company
 Gould, Inc.
 The Grand Union Company
 Grumman Corporation
 Gulf + Western Industries, Inc.
 Gulton Industries, Inc.
 Hart Schaffner & Marx
 Heublein, Inc.
 Hewlett-Packard Company
 Honeywell Inc.
 Houghton Mifflin Company
 Hughes Tool Company
 Husky Oil Company
 IC Industries
 The Idaho First National Bank
 Illinois Bell Telephone Company
 Indiana Bell Telephone
 Company
 Inland Steel Company

International Harvester Company
 International Minerals & Chemical Corporation
 International Multifoods Corporation
 International Paper Company
 Interpace Corporation
 Inter-Regional Financial Group, Inc.
 Iowa-Illinois Gas and Electric Company
 Iowa Power and Light Company
 Irving Trust Company
 James River Corporation
 Jantzen Inc.
 Jewelcor Incorporated
 Johnson & Johnson
 Kaman Corporation
 Kerr-McGee Corporation
 Ketchum Communications Inc.
 Kimberly-Clark Corporation
 Kohler Company
 Koppers Company, Inc.
 The LTV Corporation
 Land O'Lakes, Inc.
 The Larsen Company
 Levi Strauss and Company
 Libbey-Owens-Ford
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 McGraw-Hill, Inc.
 The Mead Corporation
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 Merck & Co., Inc.
 Middlesex Mutual Assurance Company
 Minnesota Mutual Life Insurance Company
 Missouri Public Service Company
 Monsanto Company
 Morgan Guaranty Trust Company of New York
 Motorola Inc.
 Multimedia, Inc.
 Munsingwear, Inc.
 Mutual Benefit Life Insurance Company
 NCNB Corporation

NCR Corporation
 Nalco Chemical Company
 National-Standard Company
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 New York Life Insurance Company
 New York Telephone
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 Northwestern National Bank of St. Paul
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 Pacific Northwest Bell Telephone Company
 Pacific Telephone
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 Pantasote Inc.
 Penn Mutual Life Insurance Company
 J.C. Penney Company, Inc.
 Pennzoil Company
 Pentair, Inc.
 Peoples Energy Corporation
 PepsiCo, Inc.
 Phelps Dodge Corporation
 The Philadelphia National Bank
 Pillsbury Company
 Pittsburgh National Corporation
 Pope & Talbot, Inc.
 Potlatch Corporation
 Provident Mutual Life Insurance Company of Philadelphia
 Provident National Corporation
 Ralston Purina Company
 Raymond Corporation
 Republic Financial Services, Inc.
 Republic Steel Corporation
 Revco D.S. Inc.
 R.J. Reynolds Industries, Inc.
 Rhode Island Hospital Trust
 National Bank
 A.H. Robins Company

Rock Island Refining Corporation
 Roper Corporation
 Rorer Group Inc.
 The Rouse Company
 Rubbermaid Incorporated
 Ryder System, Inc.
 SPS Technologies
 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
 Santa Fe Industries, Inc.
 Seattle Trust and Savings
 Shaklee Corporation
 Shell Oil Company
 The Sherwin-Williams Company
 Sonoco Products Company
 South Carolina National Bank
 Southeast Banking Corporation
 Southern California Gas Company
 Southwest Forest Industries, Inc.
 Southwestern Bell Telephone Company
 Standard Oil Company (Indiana)
 The Stanley Works
 State National Bank
 Steiger Tractor, Inc.
 Sterling Drug Inc.
 J.P. Stevens & Company, Inc.
 Sybron Corporation
 TRW Inc.
 Teachers Insurance and Annuity Association of America
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Third National Bank and Trust Company
 3M
 Transway International Corporation
 Tyler Corporation
 Union Bank
 Union Carbide Corporation
 Union Electric Company
 United Airlines, Inc.
 United Bank of Denver, N.A.
 United Energy Resources, Inc.
 United Refining Company
 United States Steel Corporation
 United Technologies Corporation
 United Telecommunications, Inc.
 United Telephone Company of Ohio
 The Upjohn Company
 Valley National Bank of Arizona
 The Valspar Corporation
 Victoria Bank and Trust Company

Virginia Electric and Power Company
 Vulcan, Inc.
 The Wachovia Corporation
 Warner Electric Brake and Clutch Company
 Washington Gas Light Company
 The Washington Post Company
 Wausau Insurance Companies
 Wells Fargo and Company
 Western Bank
 Whirlpool Corporation
 The Williams Companies
 Wisconsin Telephone Company
 Zale Corporation

SYMPHONY/CHAMBER ORCHESTRA

ACF Industries, Inc.
 Amfac, Inc.
 Aeroquip Corporation
 Aetna Life and Casualty
 Air Products and Chemicals, Inc.
 Alexander & Baldwin, Inc.
 Amax Inc.
 American Airlines, Inc.
 American Can Company
 American Cyanamid Company
 American Electric Power Company, Inc.
 American Greetings Corporation
 American Telephone and Telegraph Company
 American Thread Company
 American United Life Insurance
 AmeriTrust Company
 Amsted Industries Inc.
 C.R. Anthony Company
 Arizona Public Service Company
 Arkansas Power & Light Company
 Armstrong Rubber Company
 Atlantic Richfield Company
 Avco Corporation
 Bank of America
 The Bankers Life
 Bankers Life Nebraska
 Baxter Travenol Laboratories, Inc.
 Bell of Pennsylvania
 Bell Laboratories
 Berkshire Life Insurance Company
 Bethlehem Steel Corporation
 Bird & Son, Inc., and Bird Machine Company, Inc.
 Borg-Warner Corporation
 Bristol-Myers Company

The Broadview Savings and Loan Company
 Brown Group Inc.
 Brunswick Corporation
 Burlington Industries, Inc.
 Butler Manufacturing Company
 The CNA Insurance Companies
 Cabot Corporation
 California and Hawaiian Sugar Company
 Campbell Soup Company
 The Capitol Life Insurance Company
 Carolina Telephone and Telegraph Company
 Carson Pirie Scott & Company
 Carter Hawley Hale Stores, Inc.
 Champion Products Inc.
 Charter Medical Corporation
 The Chase Manhattan Bank, N.A.
 Chemical Bank
 Chesapeake and Potomac Telephone Company
 Chesebrough-Pond's Inc.
 Chioke International Corporation
 Chrysler Corporation
 Cincinnati Gas & Electric Company
 Citibank, N.A.
 Citizens Savings Bank and Citizens Trust Company
 Citizens and Southern Georgia Corporation
 The Cleveland Electric Illuminating Company
 College Point Savings Bank
 Colorado Interstate Gas Company
 Colt Industries Inc.
 Compo Industries, Inc.
 Conoco Inc.
 Consolidated Aluminum Corporation
 Consolidated Foods Corporation
 Consolidated Freightways, Inc.
 Consolidated Papers, Inc.
 The Continental Group, Inc.
 Conwed
 Cooper Industries, Inc.
 Criton Corporation
 Crocker National Bank
 Cram and Forster
 Cummins Engine Company, Inc.
 Curtice-Burns, Inc.
 Cyclops Corporation
 The Dexter Corporation
 Digital Equipment Corporation

Dominion Bankshares Corporation
 Donaldson Company, Inc.
 Donaldson, Lufkin and Jenrette, Inc.
 Dow Corning Corporation
 Dresser Industries, Inc.
 Ducommun Incorporated
 E.I. Du Pont de Nemours & Company
 Duquesne Light Company
 Durham Corporation
 Ebsco Industries, Inc.
 Emerson Electric Co.
 Emhart Corporation
 Esmark, Inc.
 FMC Corporation
 Facet Enterprises, Inc.
 Farm and Home Savings Association
 Federal-Mogul Corporation
 Fidelity National Bank of Baton Rouge
 Fireman's Fund Insurance Companies
 First Alabama Bancshares, Inc.
 First American Bank Corporation
 First Bank Saint Paul
 First Bank of South Dakota, N.A.
 First Bank System
 The First Boston Corporation
 First Chicago Corporation/The First National Bank of Chicago
 First City National Bank of Houston
 First & Merchants National Bank
 First National Bank and Trust Company
 First National Bank and Trust Company of Lincoln
 First National Bank and Trust Company of Oklahoma City
 First National Bank in Little Rock
 The First National Bank of Boston
 First Northwestern National Bank
 First Security Bank of Idaho
 First Union Corporation
 Foremost-McKesson, Inc.
 Fox Grocery Company
 Franklin Life Insurance Company
 Fruehauf Corporation

GATX Corporation
 GK Technologies, Incorporated
 GTE Corporation
 General American Life Insurance Company
 General Mills, Inc.
 General Motors Corporation
 The General Tire & Rubber Company
 GenRad, Inc.
 Getty Oil Company
 Gibbs & Hill
 Gleason Works
 B.F. Goodrich Company
 Gould, Inc.
 The Grand Union Company
 Graniteville Company
 Grumman Corporation
 The Guardian Life Insurance Company of America
 Gulf States Utilities Company
 Gulf + Western Industries, Inc.
 Gulton Industries, Inc.
 Hart Schaffner & Marx
 The Hartford Steam Boiler Inspection and Insurance Company
 Hesston Corporation
 Heublein, Inc.
 Hewlett-Packard Company
 Hon Industries, Inc.
 Honeywell Inc.
 Houghton Mifflin Company
 Hughes Tool Company
 Husky Oil Company
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 Indiana Bell Telephone Company
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 International Multifoods Corporation
 International Paper Company
 Interpace Corporation
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 Iowa Power and Light Company
 James River Corporation
 Jantzen Inc.
 Jewelcor Incorporated
 Johnson & Johnson

Kaman Corporation
 Kellwood Company
 Kerr-McGee Corporation
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 Kimberly-Clark Corporation
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 McGraw-Edison Company
 McGraw-Hill, Inc.
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 Missouri Public Service Company
 Monsanto Company
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 Munsingwear, Inc.
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 Nalco Chemical Company
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 New York Life Insurance Company
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 Provident Mutual Life Insurance Company of Philadelphia
 Provident National Corporation
 Ralston Purina Company
 Reliance Insurance Company
 Republic Financial Services, Inc.
 Republic Steel Corporation
 Revco D.S. Inc.
 R.J. Reynolds Industries, Inc.
 Rhode Island Hospital Trust National Bank
 A.H. Robins Company
 Rock Island Refining Corporation
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 Rorer Group Inc.
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 Rubbermaid Incorporated
 Rushmore Mutual Life Insurance Company

Ryder System, Inc.
 SPS Technologies
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 Schering-Plough Corporation
 Seattle Trust and Savings
 Shaklee Corporation
 Shell Oil Company
 The Sherwin-Williams Company
 Sonoco Products Company
 South Carolina National Bank
 Southeast Banking Corporation
 Southern California Gas
 Company
 Southwest Forest Industries, Inc.
 Southwestern Bell Telephone
 Company
 Southwestern Life Insurance
 Company
 Standard Oil Company (Indiana)
 The Stanley Works
 State National Bank
 Steiger Tractor, Inc.
 Sterling Drug Inc.
 J.P. Stevens & Company, Inc.
 The Superior Oil Company
 Sybron Corporation
 TRW Inc.
 Tasty Baking Company
 Teachers Insurance and Annuity
 Association of America
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Third National Bank and Trust
 Company
 3M
 Time Insurance Company
 Times Mirror
 Transway International
 Corporation
 Tyler Corporation
 Union Bank
 Union Electric Company
 United Airlines, Inc.
 United Bank of Denver, N.A.
 United Energy Resources, Inc.
 United Refining Company
 United Technologies Corporation
 United Telecommunications, Inc.
 United Telephone Company of
 Ohio
 The Upjohn Company
 Valley National Bank of Arizona
 The Valspar Corporation
 Victoria Bank and Trust
 Company

Virginia Electric and Power
 Company
 Vulcan, Inc.
 Vulcan Materials Company
 The Wachovia Corporation
 Warner Electric Brake and
 Clutch Company
 Washington Gas Light Company
 The Washington Post Company
 Wausau Insurance Companies
 Wells Fargo and Company
 Western Bank
 Western Electric
 Westvaco Corporation
 Whirlpool Corporation
 The Williams Companies
 Wisconsin Telephone Company
 Zale Corporation

DANCE

Aetna Life and Casualty
 Air Products and Chemicals,
 Inc.
 Amax Inc.
 American Airlines, Inc.
 American Can Company
 American Cyanamid Company
 American Telephone and
 Telegraph Company
 Ameritrust Company
 Amsted Industries Inc.
 C.R. Anthony Company
 Arkansas Power & Light
 Company
 Atlantic Richfield Company
 Avco Corporation
 Bank of America
 The Bankers Life
 Bankers Life Nebraska
 Bankers Trust Company
 Baxter Travenol Laboratories,
 Inc.
 Bell of Pennsylvania
 Bell Laboratories
 Berkshire Life Insurance
 Company
 Bethlehem Steel Corporation
 Borg-Warner Corporation
 The Broadview Savings and
 Loan Company
 Brown Group Inc.
 Butler Manufacturing Company
 The CNA Insurance Companies
 Cabot Corporation
 California and Hawaiian Sugar
 Company
 Campbell Soup Company
 The Capitol Life Insurance
 Company

Carter Hawley Hale Stores, Inc.
 Charter Medical Corporation
 The Chase Manhattan Bank,
 N.A.
 Chemical Bank
 Chesapeake and Potomac
 Telephone Company
 Chesebrough-Pond's Inc.
 Chioke International Corporation
 Chrysler Corporation
 Cincinnati Gas & Electric
 Company
 Citibank, N.A.
 Citizens Savings Bank and
 Citizens Trust Company
 Citizens and Southern Georgia
 Corporation
 The Cleveland Electric
 Illuminating Company
 Colorado Interstate Gas
 Company
 Colt Industries Inc.
 Compo Industries, Inc.
 Congress Financial Corporation
 Conoco Inc.
 Consolidated Foods Corporation
 The Continental Group, Inc.
 Cooper Industries, Inc.
 The Covenant Insurance Group
 Crocker National Bank
 Crum and Forster
 Cummins Engine Company, Inc.
 Curtice-Burns, Inc.
 Cyclops Corporation
 The Dexter Corporation
 Digital Equipment Corporation
 Dominion Bankshares
 Corporation
 Donaldson, Lufkin and Jenrette,
 Inc.
 Dow Corning Corporation
 Dresser Industries, Inc.
 E.I. Du Pont de Nemours &
 Company
 Duquesne Light Company
 Ebsco Industries, Inc.
 Emerson Electric Co.
 Emhart Corporation
 Esmark, Inc.
 FMC Corporation
 Facet Enterprises, Inc.
 Fidelity National Bank of Baton
 Rouge
 Fireman's Fund Insurance
 Companies
 First Bank Saint Paul
 First Bank of South Dakota,
 N.A.
 First Bank System

First Chicago Corporation/The
 First National Bank of
 Chicago
 First City National Bank of
 Houston
 First National Bank and Trust
 Company of Lincoln
 First National Bank in Little
 Rock
 The First National Bank of
 Boston
 First National Bank of Princeton
 First Security Bank of Idaho
 First Union Corporation
 Foremost-McKesson, Inc.
 Fruehauf Corporation
 GATX Corporation
 GTE Corporation
 General Mills, Inc.
 General Motors Corporation
 The General Tire & Rubber
 Company
 GenRad, Inc.
 Getty Oil Company
 Gleason Works
 B.F. Goodrich Company
 Gould, Inc.
 Graniteville Company
 Grumman Corporation
 The Guardian Life Insurance
 Company of America
 Gulf States Utilities Company
 Gulf + Western Industries, Inc.
 Hart Schaffner & Marx
 The Hartford Steam Boiler
 Inspection and Insurance
 Company
 Heublein, Inc.
 Hewlett-Packard Company
 Honeywell Inc.
 Houghton Mifflin Company
 Husky Oil Company
 The Idaho First National Bank
 Illinois Bell Telephone Company
 Indiana Bell Telephone
 Company
 Inland Steel Company
 Interlake, Inc.
 International Harvester
 Company
 International Minerals &
 Chemical Corporation
 International Multifoods
 Corporation
 International Paper Company
 Inter-Regional Financial Group,
 Inc.
 Iowa-Illinois Gas and Electric
 Company

Iowa Power and Light Company
 Irving Trust Company
 James River Corporation
 Johnson & Johnson
 Kaman Corporation
 Ketchum Communications Inc.
 Kimberly-Clark Corporation
 Kohler Company
 Koppers Company, Inc.
 The LTV Corporation
 Land O'Lakes, Inc.
 Levi Strauss and Company
 Libbey-Owens-Ford
 Liberty National Life Insurance
 Company
 Lifemark Corporation
 Eli Lilly and Company
 Lincoln Mutual Savings Bank
 MGIC Investment Corporation
 Manufacturers Hanover Trust
 Company
 Mary Kay Cosmetics, Inc.
 McGraw-Edison Company
 McGraw-Hill, Inc.
 The Mead Corporation
 Mellon Bank, N.A.
 Merck & Co., Inc.
 Monsanto Company
 Morgan Guaranty Trust
 Company of New York
 Motorola Inc.
 Mutual Benefit Life Insurance
 Company
 NCNB Corporation
 NCR Corporation
 Nalco Chemical Company
 National Can Corporation
 National-Standard Company
 New England Mutual Life
 Insurance
 New England Telephone
 New Jersey Bell Telephone
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 New York Life Insurance
 Company
 New York Telephone
 Company
 The New York Times Company
 Northern States Power Company
 The Northern Trust Company
 Northwestern Bell Telephone
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 Northwestern National Bank of
 Minneapolis
 Northwestern National Bank of
 St. Paul
 Norton Company
 Noxell Corporation
 Ohio Bell Telephone Company
 Olin Corporation

Pacific Mutual Life Insurance
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 Pacific Northwest Bell
 Telephone Company
 Pacific Telephone
 Panhandle Eastern Corporation
 Pantasote Inc.
 Penn Mutual Life Insurance
 Company
 J.C. Penney Company, Inc.
 Pennzoil Company
 Peoples Energy Corporation
 PepsiCo, Inc.
 Phelps Dodge Corporation
 The Philadelphia National Bank
 Philip Morris Incorporated
 Potlatch Corporation
 Provident National Corporation
 Raymond Corporation
 Reliance Insurance Company
 Republic Financial Services, Inc.
 Revco D.S. Inc.
 R.J. Reynolds Industries, Inc.
 Rhode Island Hospital Trust
 National Bank
 A.H. Robins Company
 Rock Island Refining
 Corporation
 Rorer Group Inc.
 The Rouse Company
 Ryder System, Inc.
 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
 Santa Fe Industries, Inc.
 Schering-Plough Corporation
 Seattle Trust and Savings
 Shaklee Corporation
 Shell Oil Company
 The Sherwin-Williams Company
 Sonoco Products Company
 South Carolina National Bank
 Southeast Banking Corporation
 Southern California Ga.
 Company
 Southwest Forest Industries, Inc.
 Southwestern Bell Telephone
 Company
 The Stanley Works
 State National Bank
 Sterling Drug Inc.
 J.P. Stevens & Company, Inc.
 The Superior Oil Company
 Sybron Corporation
 TRW Inc.
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Third National Bank and Trust
 Company

3M

Times Mirror
Transway International Corporation
Tyler Corporation
Union Bank
Union Carbide Corporation
Union Electric Company
United Airlines, Inc.
United Bank of Denver, N.A.
United Energy Resources, Inc.
United States Steel Corporation
United Technologies Corporation
United Telecommunications, Inc.
The Upjohn Company
Valley National Bank of Arizona
Victoria Bank and Trust Company
Virginia Electric and Power Company
Vulcan Materials Company
The Wachovia Corporation
The Washington Post Company
Wells Fargo and Company
The Williams Companies
Wisconsin Telephone Company
Zale Corporation

FILM/VIDEO

Air Products and Chemicals, Inc.
Baxter Travenol Laboratories, Inc.
Bell Laboratories
Borg-Warner Corporation
Brown Group Inc.
Carolina Telephone and Telegraph Company
Carpenter Technology Corporation
Chemical Bank
Chesapeake and Potomac Telephone Company
Chesebrough-Pond's Inc.
Colt Industries Inc.
Conoco Inc.
Cooper Industries, Inc.
The Covenant Insurance Group
Crum and Forster
Cyclops Corporation
The Dexter Corporation
Donaldson Company, Inc.
Dresser Industries, Inc.
Ebsco Industries, Inc.
Emhart Corporation
Fidelity National Bank of Baton Rouge
First Bank Saint Paul

First Bank of South Dakota, N.A.
First City National Bank of Houston
First National Bank in Little Rock
The First National Bank of Boston
First Union Corporation
GATX Corporation
General Motors Corporation
GenRad, Inc.
The Grand Union Company
Grumman Corporation
Houghton Mifflin Company
Hughes Tool Company
Husky Oil Company
Iowa-Illinois Gas and Electric Company
Kaman Corporation
Ketchum Communications Inc.
Kohler Company
Land O'Lakes, Inc.
Liberty National Life Insurance Company
Lincoln Mutual Savings Bank
Mellon Bank, N.A.
Morgan Guaranty Trust Company of New York
Nalco Chemical Company
National-Standard Company
New England Mutual Life Insurance
New Jersey Bell Telephone Company
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Northwestern National Bank of Minneapolis
Northwestern National Bank of St. Paul
Norton Company
Ohio Bell Telephone Company
Pacific Telephone
Pentair, Inc.
Peoples Energy Corporation
The Philadelphia National Bank
Playboy Enterprises, Inc.
Rhode Island Hospital Trust National Bank
A.H. Robins Company
Roper Corporation
The Rouse Company
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The St. Paul Companies, Inc.
Seattle Trust and Savings
Simmonds Precision Products, Inc.

Sybron Corporation
TRW Inc.
Third National Bank and Trust Company
Tyler Corporation
United Bank of Denver, N.A.
United Energy Resources, Inc.
United Technologies Corporation
United Telecommunications, Inc.

OPERA

ACF Industries, Inc.
Amfac, Inc.
Aetna Life and Casualty
Air Products and Chemicals, Inc.
Alexander & Baldwin, Inc.
American Airlines, Inc.
American Can Company
American Cyanamid Company
American Electric Power Company, Inc.
American Telephone and Telegraph Company
Ameritrust Company
Amsted Industries Inc.
C.R. Anthony Company
Arizona Public Service Company
Arkansas Power & Light Company
Atlantic Richfield Company
Avco Corporation
The Bankers Life
Bankers Trust Company
Bell of Pennsylvania
Bell Laboratories
Berkshire Life Insurance Company
Bethlehem Steel Corporation
Bird & Son, Inc., and Bird Machine Company, Inc.
Borg-Warner Corporation
The Broadview Savings and Loan Company
Brown Group Inc.
The CNA Insurance Companies
Cabot Corporation
California and Hawaiian Sugar Company
Campbell Soup Company
Carson Pirie Scott & Company
Carter Hawley Hale Stores, Inc.
Champion Products Inc.
The Chase Manhattan Bank, N.A.
Chemical Bank
Chesapeake and Potomac Telephone Company

Cincinnati Gas & Electric
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 Citibank, N.A.
 Citizens Savings Bank and
 Citizens Trust Company
 Citizens and Southern Georgia
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 The Cleveland Electric
 Illuminating Company
 Colorado Interstate Gas
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 Colt Industries Inc.
 Compo Industries, Inc.
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 Consolidated Foods Corporation
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 Cooper Industries, Inc.
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 Fidelity National Bank of Baton
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 Fireman's Fund Insurance
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 First Bank of South Dakota,
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 First Bank System
 The First Boston Corporation
 First Chicago Corporation/The
 First National Bank of
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 First City National Bank of
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 First & Merchants National
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 First National Bank in Little
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 The First National Bank of
 Boston
 First Northwestern National
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First Security Bank of Idaho
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 Franklin Life Insurance
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 Fruehauf Corporation
 GATX Corporation
 GTE Corporation
 General American Life
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 General Mills, Inc.
 General Motors Corporation
 The General Tire & Rubber
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 GenRad, Inc.
 Getty Oil Company
 Gleason Works
 B.F. Goodrich Company
 Gould, Inc.
 The Grand Union Company
 Graniteville Company
 Grumman Corporation
 The Guardian Life Insurance
 Company of America
 Gulf States Utilities Company
 Gulf + Western Industries, Inc.
 Hart Schaffner & Marx
 The Hartford Steam Boiler
 Inspection and Insurance
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 Honeywell Inc.
 Houghton Mifflin Company
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 Indiana Bell Telephone
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 New York Telephone
 The New York Times Company
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 Northwestern National Bank of
 St. Paul
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 The Philadelphia National Bank
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 Pittsburgh National Corporation
 Pope & Talbot, Inc.
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 Provident National Corporation
 Ralston Purina Company
 Republic Financial Services, Inc.
 Republic Steel Corporation
 R.J. Reynolds Industries, Inc.
 Rhode Island Hospital Trust
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 The Rouse Company
 Rubbermaid Incorporated
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 Santa Fe Industries, Inc.
 Schering-Plough Corporation
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 Sonoco Products Company
 South Carolina National Bank
 Southeast Banking Corporation
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 Southwest Forest Industries, Inc.
 Southwestern Bell Telephone
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 Standard Oil Company (Indiana)
 The Stanley Works
 Steiger Tractor, Inc.
 Sterling Drug Inc.
 J.P. Stevens & Company, Inc.
 The Superior Oil Company
 Sybron Corporation
 TRW Inc.
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 3M
 Transway International
 Corporation

Tyler Corporation
 Union Bank
 Union Electric Company
 United Airlines, Inc.
 United Bank of Denver, N.A.
 United Energy Resources, Inc.
 United Refining Company
 United States Steel Corporation
 United Technologies Corporation
 United Telecommunications, Inc.
 Valley National Bank of Arizona
 Victoria Bank and Trust
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 Virginia Electric and Power
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 Washington Gas Light Company
 The Washington Post Company
 Wells Fargo and Company
 The Williams Companies
 Wisconsin Telephone Company
 Zale Corporation

INDEX OF COMPANIES BY TYPE OF SUPPORT GIVEN

GENERAL OPERATING EXPENSES

ACF Industries, Inc.
AMEV Holdings, Inc.
AMF Incorporated
Amfac, Inc.
Abex Corporation
Air Products and Chemicals, Inc.
Alabama Power Company
Alberto-Culver Company
Alexander & Baldwin, Inc.
Allied Corporation
Allstate Insurance Companies
Aluminum Company of America
Amax Inc.
Amcon Group, Inc.
Amerace Corporation
American Airlines, Inc.
American Bankers Insurance Group, Inc.
American Broadcasting Companies, Inc.
American Can Company
American Cyanamid Company
American Electric Power Company, Inc.
American Express Company
American General Corporation
American Greetings Corporation
American International Group
American Motors Corporation
American National Bank and Trust Company
American Re-Insurance Company

American Standard Inc.
American Sterilizer Company
American Telephone and Telegraph Company
American Thread Company
American United Life Insurance
AmeriTrust Company
Amsted Industries Inc.
C.R. Anthony Company
Arizona Public Service Company
Arkansas Power & Light Company
Armco Inc.
Armstrong Rubber Company
Asarco, Inc.
Ashland Oil, Inc.
Atlantic Richfield Company
Avco Corporation
N.W. Ayer, Inc.
Baker International Corporation
Baldwin-United Corporation
Bank of America
The Bank Of New York
Bank of the Southwest
The Bankers Life
Bankers Life Nebraska
Bankers Trust Company
Battelle Memorial Institute
Battle Creek Gas Company
Baxter Travenol Laboratories, Inc.
Bell of Pennsylvania
Bell Laboratories
The Bendix Corporation
Berkshire Life Insurance Company

Bethlehem Steel Corporation
Bird & Son, Inc., and Bird Machine Company, Inc.
Blount, Inc.
The Boeing Company
Boise Cascade Corporation
Borg-Warner Corporation
The Boston Globe
Bristol-Myers Company
British Aerospace Inc.
The Broadview Savings and Loan Company
Brockway Glass Company, Inc.
Brown Group Inc.
Brunswick Corporation
Buffalo Forge Company
Burlington Northern, Inc.
Burroughs Wellcome Co.
Butler Manufacturing Company
CBS, Inc.
CSX Corporation
CT Corporation System
Cabot Corporation
Caesars World, Inc.
Cal Gas Corporation
California and Hawaiian Sugar Company
Campbell Soup Company
The Capitol Life Insurance Company
Carolina Power & Light Company
Carolina Telephone and Telegraph Company
Carpenter Technology Corporation

Carson Pirie Scott & Company
 Carter Hawley Hale Stores, Inc.
 Centerre Bank N.A.
 Centex Corporation
 Champion International Corporation
 Champion Products Inc.
 Charter Medical Corporation
 The Chase Manhattan Bank, N.A.
 Chemical Bank
 Chesapeake and Potomac Telephone Company
 Chesebrough-Pond's Inc.
 Chevron U.S.A. Inc.
 Chioke International Corporation
 Chrysler Corporation
 Chubb Life Insurance Company of America
 Cincinnati Bell, Inc.
 Cincinnati Gas & Electric Company
 Citibank, N.A.
 The Cleveland Electric Illuminating Company
 The Clorox Company
 Clow Corporation
 Coleman Company, Inc.
 College Point Savings Bank
 Collins & Aikman Corporation
 Colorado Interstate Gas Company
 Colt Industries Inc.
 Commercial Shearing, Inc.
 Compo Industries, Inc.
 Compton Advertising, Inc.
 Congress Financial Corporation
 Conoco Inc.
 Consolidated Aluminum Corporation
 Consolidated Foods Corporation
 Consolidated Freightways, Inc.
 Consolidated Papers, Inc.
 Container Corporation of America
 The Continental Corporation
 The Continental Group, Inc.
 Continental Illinois National Bank and Trust Company
 Conwed
 Cooper Laboratories, Inc.
 Cooper Tire & Rubber Company
 Corning Glass Works
 The Covenant Insurance Group
 Criton Corporation
 Crocker National Bank
 Crum and Forster
 Culbro Corporation

Cummins Engine Company, Inc.
 Curtice-Burns, Inc.
 Cyclops Corporation
 Dallas Power and Light Company
 Datapoint Corporation
 Dataproducts
 Dayton Hudson Corporation
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 The Dayton Power and Light Company
 Deere & Company
 Deluxe Check Printers, Inc.
 Detroit Bank and Trust
 The Dexter Corporation
 Dominion Bankshares Corporation
 Donaldson Company, Inc.
 Dorchester Gas Corporation
 Douglas & Lomason Company
 Dow Corning Corporation
 Ducommun Incorporated
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 Duquesne Light Company
 EG & G Incorporated
 Eastman Kodak Company
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 Elcor Corporation
 Emerson Electric Co.
 Emery Worldwide
 Emhart Corporation
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 Ethyl Corporation
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 Facet Enterprises, Inc.
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 Federal Express Corporation
 Federal-Mogul Corporation
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 Fireman's Fund Insurance Companies
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First Bank Saint Paul
 First Bank of South Dakota, N.A.
 First Bank System
 The First Boston Corporation
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 First National Bank and Trust Company
 First National Bank and Trust Company of Lincoln
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 First Tennessee Bank, N.A. Memphis
 First Union Corporation
 First Virginia Bank of Tidewater
 Fisher-Price Toys
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 Foremost-McKesson, Inc.
 Fox Grocery Company
 Franklin Life Insurance Company
 Freeport-McMoran Inc.
 R.T. French Company
 Frisch's Restaurants Inc.
 Fruehauf Corporation
 H.B. Fuller Company
 GATX Corporation
 GK Technologies, Incorporated
 CTE Corporation
 Gannett Company, Inc.
 General American Life Insurance Company
 General Foods Corporation
 General Mills, Inc.
 General Motors Corporation
 General Reinsurance Corporation
 The General Tire & Rubber Company
 GenRad, Inc.
 Geosource, Inc.
 Getty Oil Company
 Gibbs & Hill
 The Gillette Company
 Gleason Works

Glenmore Distilleries Company
 Globe Life and Accident
 Insurance Company
 B.F. Goodrich Company
 Gould, Inc.
 The Grand Union Company
 Grumman Corporation
 The Guardian Life Insurance
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 Gulf Oil Corporation
 Gulf Resources & Chemical
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 Gulf States Utilities Company
 Gulf + Western Industries, Inc.
 Gulton Industries, Inc.
 Hanes Dye and Finishing
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 Harper & Row, Publishers, Inc.
 Hart Schaffner & Marx
 The Hartford Steam Boiler
 Inspection and Insurance
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 Hawaiian Telephone Company
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 H. J. Heinz Company
 Hershey Foods Corporation
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 Hewlett-Packard Company
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 Home Life Insurance Company
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 Honeywell Inc.
 Houghton Mifflin Company
 Houston Lighting & Power
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 Howell Corporation
 Huffy Corporation
 Hughes Tool Company
 Hyster Company
 IC Industries
 The Idaho First National Bank
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 Illinois Bell Telephone Company
 Illinois Tool Works
 Imperial Sugar Company
 Indiana Bell Telephone
 Company
 Inland Steel Company
 Insilco Corporation
 Interlake, Inc.
 IBM
 International Harvester
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 International Minerals &
 Chemical Corporation
 International Multifoods
 Corporation
 International Paper Company

International Telephone and
 Telegraph Corporation
 InterNorth, Inc.
 Interpace Corporation
 Inter-Regional Financial Group,
 Inc.
 Investors Diversified Services,
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 Iowa-Illinois Gas and Electric
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 Iowa Power and Light Company
 Irving Trust Company
 Itek Corporation
 James River Corporation
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 Jefferson National Life Insurance
 Company
 Jewel Companies, Inc.
 Jewelcor Incorporated
 Johnson Controls, Inc.
 Johnson & Johnson
 Jostens, Inc.
 Justin Industries Incorporated
 Kaman Corporation
 Kansas City Southern Industries,
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 Kemper Group
 The Kendall Company
 Kerr-McGee Corporation
 Ketchum Communications Inc.
 Kimball International, Inc.
 Kimberly-Clark Corporation
 Kirkpatrick Oil Company
 Koehring Company
 Kohler Company
 Koppers Company, Inc.
 The Kroger Company
 The LTV Corporation
 Laclede Gas Company
 La Grange State Bank
 Lake View Trust and Savings
 Bank
 Land O'Lakes, Inc.
 Lear Siegler, Inc.
 Leesona Corporation
 Libbey-Owens-Ford
 The Liberty Corporation
 Liberty National Bank & Trust
 Company of Louisville
 Liberty National Life Insurance
 Company
 Life Investors Incorporated
 Lifemark Corporation
 Liggett Group Inc.
 Eli Lilly and Company
 Lincoln Mutual Savings Bank
 The Lincoln National Life
 Insurance Company

Lockheed Corporation
 Loctite Corporation
 Lukens, Inc.
 MGIC Investment Corporation
 Management Assistance Inc.
 Manufacturers Hanover Trust
 Company
 Mark Controls Corporation
 The Marley Company
 Marsh and McLennan
 Companies, Inc.
 Mary Kay Cosmetics, Inc.
 Masonite Corporation
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 McGraw-Hill, Inc.
 McNeil Corporation
 McQuay-Perfex, Inc.
 The Mead Corporation
 Medtronic, Inc.
 Mellon Bank, N.A.
 Metropolitan Life Insurance
 Company
 Michigan Bell Telephone
 Company
 Michigan General Corporation
 Middlesex Mutual Assurance
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 Midland Company
 Midland Mutual Life Insurance
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 Minneapolis Star & Tribune
 Company
 Minnesota Mutual Life Insurance
 Company
 Missouri Public Service
 Company
 Mitchell Energy and
 Development Corporation
 Modine Manufacturing Company
 Monroe Auto Equipment
 Company
 Monsanto Company
 Montgomery Ward & Company,
 Inc.
 Morgan Guaranty Trust
 Company of New York
 Motorola Inc.
 Mountaire Corporation
 Munsingwear, Inc.
 Mutual Benefit Life Insurance
 Company
 NCNB Corporation
 NCR Corporation
 NL Industries, Inc.
 Nalco Chemical Company
 National Bank of Detroit

National Can Corporation
 National Kinney Corporation
 National Life & Accident Insurance Company
 National Life Insurance Company
 National-Standard Company
 Nevada Power Company
 New England Mutual Life Insurance
 New Jersey Bell Telephone Company
 New Jersey Manufacturers Insurance Company
 New Jersey Natural Gas Company
 New York Life Insurance Company
 New York Telephone
 The New York Times Company
 Newsweek, Inc.
 Northeast Utilities Service Company
 Northern Indiana Public Service Company
 Northern States Power Company
 The Northern Trust Company
 Northwest Bancorporation
 Northwestern Bell Telephone Company, Inc.
 Northwestern National Bank of Minneapolis
 Northwestern National Bank of St. Paul
 Northwestern National Life Insurance Company
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 Olin Corporation
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 Overhead Door Corporation
 PPG Industries, Inc.
 Paccar Inc.
 Pacific Mutual Life Insurance Company
 Pacific Northwest Bell Telephone Company
 Pacific Power & Light Company
 Pacific Telephone
 Paine, Webber, Jackson & Curtis Inc.
 Panhandle Eastern Corporation
 Pantasote Inc.
 Parisian Stores—Alabama
 Penn Central Corporation

Penn Mutual Life Insurance Company
 J.C. Penney Company, Inc.
 Pennzoil Company
 Pentair, Inc.
 Peoples Energy Corporation
 PepsiCo, Inc.
 Pfizer, Inc.
 Phelps Dodge Corporation
 Philadelphia Life Insurance Company
 The Philadelphia National Bank
 Philip Morris Incorporated
 Phillips Petroleum Company
 Piedmont Aviation, Inc.
 Pillsbury Company
 Pitney Bowes, Inc.
 Pittsburgh National Corporation
 Polaroid Corporation
 Pope & Talbot, Inc.
 Portland General Electric Company
 Potlatch Corporation
 The Procter & Gamble Company
 Protective Corporation
 Provident Life Insurance Company
 The Prudential Insurance Company of America
 Putnam Trust Company
 The Quaker Oats Company
 RKO General, Inc.
 Ralston Purina Company
 Reading & Bates Corporation
 Republic Corporation
 Republic Financial Services, Inc.
 Republic Steel Corporation
 Revco D.S. Inc.
 Rexham Corporation
 R.J. Reynolds Industries, Inc.
 Rhode Island Hospital Trust
 National Bank
 Robertshaw Controls Company
 A.H. Robins Company
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 Rohm and Haas Company
 Rohr Industries, Inc.
 Roper Corporation
 Rorer Group Inc.
 The Rouse Company
 Ruder Finn & Rotman, Inc.
 Rushmore Mutual Life Insurance Company
 Russ Togs Incorporated
 Ryder System, Inc.
 SPS Technologies

St. Joseph Light and Power Company
 The St. Paul Companies, Inc.
 San Diego Gas & Electric Company
 Santa Fe Industries, Inc.
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Time Insurance Company
 Times Mirror
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 Transco Energy Company
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 The Travelers Corporation
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 United Bank of Denver, N.A.
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 United Refining Company
 United States Gypsum Company
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 Warner Lambert
 Washington Gas Light Company
 The Washington Post Company
 Wausau Insurance Companies
 Wells Fargo and Company
 Western Bank
 Western Electric
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 Westvaco Corporation
 Weyerhaeuser Company
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 Wisconsin Gas Company
 Wisconsin Telephone Company
 Witco Chemical Corporation
 Wolverine World Wide, Inc.
 Xerox Corporation

Zale Corporation
 Zenith Radio Corporation

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 Air Products and Chemicals,
 Inc.
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 Alexander & Baldwin, Inc.
 Allied Corporation
 Allstate Insurance Companies
 Aluminum Company of America
 Amcon Group, Inc.
 Amerace Corporation
 American Can Company
 American Electric Power
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 American Hoechst Corporation
 American International Group
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 American Thread Company
 American United Life Insurance
 Ameritrust Company
 Amsted Industries Inc.
 C.R. Anthony Company
 Arizona Public Service Company
 Arkansas Power & Light
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 Avco Corporation
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 Baldwin-United Corporation
 Baltimore Gas & Electric
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 Bandag Incorporated
 Bank of America
 Bank of the Southwest
 The Bankers Life
 Bankers Life Nebraska
 Bankers Trust Company
 Bankers Trust Company, Hudson
 Valley, NY
 Barberg and Associates
 Battelle Memorial Institute
 Battle Creek Gas Company
 Baxter Travenol Laboratories,
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 Bell of Pennsylvania

Bell Laboratories
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 Berkshire Life Insurance
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 Bethlehem Steel Corporation
 Blount, Inc.
 The Boeing Company
 Boise Cascade Corporation
 Borg-Warner Corporation
 The Boston Globe
 British Aerospace Inc.
 The Broadview Savings and
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 Brown Group Inc.
 Bucyrus-Erie Company
 Buffalo Forge Company
 Burlington Industries, Inc.
 Burlington Northern, Inc.
 Burroughs Wellcome Co.
 CSX Corporation
 Cabot Corporation
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 Cal Gas Corporation
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 Chevron U.S.A. Inc.
 Chioke International Corporation
 Chubb Life Insurance Company
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 Cincinnati Gas & Electric
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 Citibank, N.A.
 Citizens Savings Bank and
 Citizens Trust Company
 Citizens and Southern Georgia
 Corporation
 Clark Equipment Company
 The Cleveland Electric
 Illuminating Company
 The Clorox Company

Clow Corporation
 Coleman Company, Inc.
 College Point Savings Bank
 Collins & Aikman Corporation
 Colorado Interstate Gas Company
 Colt Industries Inc.
 Commercial Shearing, Inc.
 Compo Industries, Inc.
 Compton Advertising, Inc.
 Conoco Inc.
 Consolidated Foods Corporation
 Container Corporation of America
 Continental Illinois National Bank and Trust Company
 Conwed
 Conwood Corporation
 Cooper Industries, Inc.
 Cooper Laboratories, Inc.
 Cooper Tire & Rubber Company
 Corning Glass Works
 Country Companies
 Crocker National Bank
 Crum and Forster
 Culbro Corporation
 Curtice-Burns, Inc.
 Cyclops Corporation
 Dallas Power and Light Company
 Datapoint Corporation
 Dayton Hudson Corporation
 Dayton Malleable Inc.
 The Dayton Power and Light Company
 Deere & Company
 Deluxe Check Printers, Inc.
 Detroit Bank and Trust
 The Dexter Corporation
 Dominion Bankshares Corporation
 Donaldson Company, Inc.
 Dorchester Gas Corporation
 Douglas & Lomason Company
 Dresser Industries, Inc.
 Ducommun Incorporated
 E.I. Du Pont de Nemours & Company
 Duquesne Light Company
 Durham Corporation
 EG & G Incorporated
 Eastman Kodak Company
 El Paso Electric Company
 El Paso Products Company
 Elcor Corporation
 Emerson Electric Co.
 Emery Worldwide
 Emhart Corporation

Equifax Inc.
 Ethyl Corporation
 European American Bank
 Evans Products Company
 Ex-Cell-o Corporation
 FMC Corporation
 Facet Enterprises, Inc.
 The Family Lines Rail System
 Farmland Industries, Inc.
 Federal Express Corporation
 Federal-Mogul Corporation
 Fidelity National Bank of Baton Rouge
 Fireman's Fund Insurance Companies
 First Alabama Bancshares, Inc.
 First American Bank Corporation
 First American Bank of Virginia
 First Bank Saint Paul
 First Bank of South Dakota, N.A.
 First Bank System
 The First Boston Corporation
 First Chicago Corporation/The First National Bank of Chicago
 First City National Bank of Houston
 First & Merchants National Bank
 First National Bank and Trust Company of Lincoln
 First National Bank and Trust Company of Oklahoma City
 The First National Bank of Boston
 First National Bank of Denver
 First Northwestern National Bank
 First Security Bank of Idaho
 1st Source Corporation
 First Tennessee Bank, N.A. Memphis
 First Union Corporation
 First Virginia Bank of Tidewater
 Fisher-Price Toys
 Ford Motor Company
 Fox Grocery Company
 Freeport-McMoRan Inc.
 R.T. French Company
 Fruehauf Corporation
 GATX Corporation
 GTE Corporation
 Gannett Company, Inc.
 General American Life Insurance Company
 General Mills, Inc.
 General Motors Corporation

General Reinsurance Corporation
 GenRad, Inc.
 Gibbs & Hill
 The Gillette Company
 Gleason Works
 Globe Life and Accident Insurance Company
 Gould, Inc.
 Graniteville Company
 Grumman Corporation
 The Guardian Life Insurance Company of America
 Gulf Oil Corporation
 Gulf Resources & Chemical Corporation
 Gulton Industries, Inc.
 Hanes Dye and Finishing Company
 Harper & Row, Publishers, Inc.
 Hart Schaffner & Marx
 The Hartford Steam Boiler Inspection and Insurance Company
 Hawaiian Telephone Company
 The Heil Company
 Hershey Foods Corporation
 Hesston Corporation
 Heublein, Inc.
 Hexcel Corporation
 Home Life Insurance Company of New York
 Hon Industries, Inc.
 Honeywell Inc.
 Houghton Mifflin Company
 Houston Lighting & Power Company
 Howell Corporation
 Huffy Corporation
 Husky Oil Company
 Hyster Company
 IC Industries
 The Idaho First National Bank
 Ideal Basic Industries, Inc.
 Illinois Bell Telephone Company
 Illinois Tool Works
 Indiana Bell Telephone Company
 Interlake, Inc.
 IBM
 International Minerals & Chemical Corporation
 International Multifoods Corporation
 International Telephone and Telegraph Corporation
 InterNorth, Inc.
 Inter-Regional Financial Group, Inc.

Investors Diversified Services, Inc. (IDS)
 Iowa-Illinois Gas and Electric Company
 Iowa Power and Light Company
 Iroquois Brands Ltd.
 Irving Trust Company
 Itek Corporation
 James River Corporation
 Jantzen Inc.
 Jefferson National Life Insurance Company
 Jewel Companies, Inc.
 Johnson Controls, Inc.
 Jostens, Inc.
 Kaman Corporation
 Kansas City Southern Industries, Inc.
 The Kendall Company
 Kerr-McGee Corporation
 Ketchum Communications Inc.
 Kimball International, Inc.
 Kimberly-Clark Corporation
 Kohler Company
 Koppers Company, Inc.
 The Kroger Company
 The LTV Corporation
 Laclede Gas Company
 La Grange State Bank
 Lake View Trust and Savings Bank
 Land O'Lakes, Inc.
 The Larsen Company
 Lear Siegler, Inc.
 Leeson Corporation
 Levi Strauss and Company
 Libbey-Owens-Ford
 The Liberty Corporation
 Liberty National Bank & Trust Company of Louisville
 The Liberty National Bank and Trust Company
 Liberty National Life Insurance Company
 Life Investors Incorporated
 Lifemark Corporation
 Liggett Group Inc.
 Eli Lilly and Company
 Lincoln Mutual Savings Bank
 The Lincoln National Life Insurance Company
 Lockheed Corporation
 Loctite Corporation
 Lone Star Industries, Inc.
 Lukens, Inc.
 MGIC Investment Corporation
 Mallinckrodt, Inc.
 Manufacturers Hanover Trust Company

Mark Controls Corporation
 The Marley Company
 Marsh and McLennan Companies, Inc.
 Mary Kay Cosmetics, Inc.
 Masonite Corporation
 The Maytag Company
 McCormick & Company, Inc.
 McDermott Incorporated
 McDonald's Corporation
 McGraw-Edison Company
 McNeil Corporation
 McQuay-Perfex, Inc.
 The Mead Corporation
 Mellon Bank, N.A.
 Merchants Savings Bank
 Merck & Co., Inc.
 Michigan Bell Telephone Company
 Middlesex Mutual Assurance Company
 Midland Company
 Midland Mutual Life Insurance Company
 Midland-Ross Corporation
 Minneapolis Star & Tribune Company
 Minnesota Mutual Life Insurance Company
 Missouri Public Service Company
 Mitchell Energy and Development Corporation
 Modine Manufacturing Company
 Monroe Auto Equipment Company
 Monsanto Company
 Morgan Guaranty Trust Company of New York
 Motorola Inc.
 Mountain Bell
 Mountaire Corporation
 Multimedia, Inc.
 Munsingwear, Inc.
 NCNB Corporation
 NCR Corporation
 NL Industries, Inc.
 Nalco Chemical Company
 National Bank of Detroit
 National Can Corporation
 National Kinney Corporation
 National Life Insurance Company
 National-Standard Company
 Nevada Power Company
 New England Mutual Life Insurance
 New England Telephone

New Jersey Bell Telephone Company
 New Jersey Manufacturers Insurance Company
 New Jersey Natural Gas Company
 New York Telephone
 Newsweek, Inc.
 Northeast Utilities Service Company
 Northern Indiana Public Service Company
 Northern States Power Company
 The Northern Trust Company
 Northwest Bancorporation
 Northwestern Bell Telephone Company, Inc.
 Northwestern National Bank of Minneapolis
 Northwestern National Life Insurance Company
 Norton Company
 Noxell Corporation
 Ogilvy & Mather
 Oglebay Norton Company
 Ohio Bell Telephone Company
 Olin Corporation
 Olympia Brewing Company
 Otter Tail Power Company
 Overhead Door Corporation
 PPG Industries, Inc.
 Paccar Inc.
 Pacific Mutual Life Insurance Company
 Pacific Northwest Bell Telephone Company
 Pacific Power & Light Company
 Pacific Telephone
 Panhandle Eastern Corporation
 Pantasote Inc.
 Penn Mutual Life Insurance Company
 J.C. Penney Company, Inc.
 Pennsylvania Power and Light Company
 Pennzoil Company
 Pentair, Inc.
 Peoples Energy Corporation
 Pfizer, Inc.
 Philadelphia Life Insurance Company
 The Philadelphia National Bank
 Phillips Petroleum Company
 Piedmont Aviation, Inc.
 Pillsbury Company
 Pitney Bowes, Inc.
 Pittsburgh National Corporation
 Pogo Producing Company
 Pope & Talbot, Inc.

Portland General Electric Company
 Potlatch Corporation
 Potomac Electric Power Company
 The Procter & Gamble Company
 Protective Corporation
 Provident Life Insurance Company
 Provident Mutual Life Insurance Company of Philadelphia
 The Prudential Insurance Company of America
 RKO General, Inc.
 Rainier National Bank
 Ralston Purina Company
 Rea Magnet Wire Company, Inc.
 Reading & Bates Corporation
 Republic Steel Corporation
 R.J. Reynolds Industries, Inc.
 Rhode Island Hospital Trust National Bank
 A.H. Robins Company
 Rock Island Refining Corporation
 Rohm and Haas Company
 Rohr Industries, Inc.
 Roper Corporation
 Rorer Group Inc.
 The Rouse Company
 Rushmore Mutual Life Insurance Company
 Russ Togs Incorporated
 Ryder System, Inc.
 SPS Technologies
 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
 Salt River Project
 Schering-Plough Corporation
 Scott Paper Company
 G.D. Searle and Company
 Seattle First National Bank
 Seattle Trust and Savings
 Security Pacific National Bank
 Sentinel Star Company
 Shell Oil Company
 Sherex Chemical Company, Inc.
 The Sherwin-Williams Company
 Simmonds Precision Products, Inc.
 Simpson Timber Company
 Sonesta International Hotels Corporation
 Sonoco Products Company
 South Carolina National Bank
 South Central Bell Telephone Company

Southern California Gas Company
 Southwest Forest Industries, Inc.
 Southwestern Bell Telephone Company
 Southwestern Life Insurance Company
 Squibb Corporation
 Standard Oil Company (Indiana)
 The Standard Oil Company (Ohio)
 The Stanley Works
 State National Bank
 Steiger Tractor, Inc.
 Steiner Corporation
 J.P. Stevens & Company, Inc.
 Stokely-Van Camp, Inc.
 The Superior Oil Company
 Syracuse Supply Company
 TRW Inc.
 Taft Broadcasting Company
 Tandy Corporation
 Tasty Baking Company
 Tektronix, Inc.
 The Telex Corporation
 Tenneco, Inc.
 Texaco, Inc.
 Texas Eastern Corporation
 Third National Bank and Trust Company
 Times Mirror
 Tosco Corporation
 Transamerica Corporation
 Transco Energy Company
 Transway International Corporation
 The Travelers Corporation
 Tremco Incorporated
 Tyler Corporation
 UMC Industries, Inc.
 William Underwood Company
 Unigard Insurance Group
 Union Bank
 Union Electric Company
 Union Mutual Insurance Company
 Union Pacific Corporation
 Uniroyal, Inc.
 United Airlines, Inc.
 United Bank of Denver, N.A.
 United Energy Resources, Inc.
 United Refining Company
 United States Gypsum Company
 United States Steel Corporation
 United States Tobacco Company
 United States Trust Company of New York
 United Technologies Corporation
 United Telecommunications, Inc.

The Upjohn Company
 Valley National Bank of Arizona
 Valley Resources, Inc.
 Victoria Bank and Trust Company
 Virginia Electric and Power Company
 Vulcan, Inc.
 Vulcan Materials Company
 The Wachovia Corporation
 Warner Communications, Inc.
 Washington Gas Light Company
 The Washington Post Company
 Wells Fargo and Company
 Western Bank
 Western Electric
 Westinghouse Electric Corporation
 Westmoreland Coal Company
 Westvaco Corporation
 Weyerhaeuser Company
 Whirlpool Corporation
 The Williams Companies
 Wisconsin Gas Company
 Wisconsin Telephone Company
 Zale Corporation
 Zayre Corporation
 Zenith Radio Corporation

COMMISSIONS TO ARTISTS

Amcon Group, Inc.
 Battle Creek Gas Company
 Blount, Inc.
 Chesebrough-Pond's Inc.
 Datapoint Corporation
 Dataproducts
 The Dayton Power and Light Company
 Dominion Bankshares Corporation
 Emhart Corporation
 Fidelity National Bank of Baton Rouge
 First Bank of South Dakota, N.A.
 First & Merchants National Bank
 First National Bank in Little Rock
 First Security Bank of Idaho
 First Tennessee Bank, N.A. Memphis
 Fisher-Price Toys
 General Felt Industries/Knoll International
 Howell Corporation
 The Idaho First National Bank
 Iroquois Brands Ltd.

Kansas City Southern Industries, Inc.
 Kemper Group
 Kimball International, Inc.
 La Grange State Bank
 Liberty National Bank & Trust Company of Louisville
 Marsh and McLennan Companies, Inc.
 Merchants Savings Bank
 Mountaire Corporation
 NCNB Corporation
 National Life & Accident Insurance Company
 Philip Morris Incorporated
 The Progressive Corporation
 The Rouse Company
 Russ Togs Incorporated
 Salt River Project
 Sonesta International Hotels Corporation
 South Carolina National Bank
 Tracor, Inc.
 Victoria Bank and Trust Company
 Warner Communications, Inc.

CORPORATE ART PURCHASES

American National Bank and Trust Company
 C.R. Anthony Company
 Ashland Oil, Inc.
 Bacardi Imports
 Bank of the Southwest
 Bankers Life Nebraska
 Battle Creek Gas Company
 Baxter Travenol Laboratories, Inc.
 The Bendix Corporation
 Best Products
 Blount, Inc.
 Borg-Warner Corporation
 Burlington Industries, Inc.
 Burroughs Wellcome Co.
 Carter Hawley Hale Stores, Inc.
 Champion International Corporation
 Charter Medical Corporation
 The Chase Manhattan Bank, N.A.
 Chesebrough-Pond's Inc.
 Citizens Savings Bank and Citizens Trust Company
 The Continental Group, Inc.
 Country Companies
 Datapoint Corporation
 Dayton Malleable Inc.
 Deere & Company

Dominion Bankshares Corporation
 Donaldson, Lufkin and Jenrette, Inc.
 Douglas & Lomason Company
 Ebsco Industries, Inc.
 El Paso Electric Company
 El Paso Products Company
 Emhart Corporation
 Equitable Life Assurance Society of the United States
 Ethyl Corporation
 Farm and Home Savings Association
 Fidelity National Bank of Baton Rouge
 First Alabama Bancshares, Inc.
 First City National Bank of Houston
 First & Merchants National Bank
 First National Bank and Trust Company
 First National Bank in Little Rock
 The First National Bank of Boston
 First Northwestern National Bank
 First Security Bank of Idaho
 1st Source Corporation
 First Tennessee Bank, N.A. Memphis
 First Union Corporation
 Fisher-Price Toys
 Frank in Life Insurance Company
 General Felt Industries/Knoll International
 General Mills, Inc.
 Gould, Inc.
 Gulton Industries, Inc.
 Hershey Foods Corporation
 Hexcel Corporation
 Howell Corporation
 Huffy Corporation
 Hughes Tool Company
 The Idaho First National Bank
 Ideal Basic Industries, Inc.
 Illinois Bell Telephone Company
 IBM
 Iroquois Brands Ltd.
 Jefferson National Life Insurance Company
 Jostens, Inc.
 Kemper Group
 Kirkpatrick Oil Company
 Kohler Company
 La Grange State Bank

Levi Strauss and Company
 Liberty National Bank & Trust Company of Louisville
 Lincoln Mutual Savings Bank
 The Lincoln National Life Insurance Company
 Merchants Savings Bank
 Midland Mutual Life Insurance Company
 Mitchell Energy and Development Corporation
 Modine Manufacturing Company
 Mountaire Corporation
 Multimedia, Inc.
 NCNB Corporation
 National Kinney Corporation
 Northwest Bancorporation
 Northwestern National Bank of Minneapolis
 Northwestern National Life Insurance Company
 Omark Industries, Inc.
 PPG Industries, Inc.
 Paccar Inc.
 Pacific Northwest Bell Telephone Company
 Paine, Webber, Jackson & Curtis Inc.
 Pennsylvania Manufacturer's Association Insurance Company
 PepsiCo, Inc.
 Philadelphia Life Insurance Company
 Philip Morris Incorporated
 Pillsbury Company
 The Progressive Corporation
 The Prudential Insurance Company of America
 Rainier National Bank
 R.J. Reynolds Industries, Inc.
 Rohm and Haas Company
 The Rouse Company
 Salt River Project
 Scholastic, Inc.
 Seattle First National Bank
 Sonesta International Hotels Corporation
 Sonoco Products Company
 South Carolina National Bank
 Southeast Banking Corporation
 Springs Industries, Inc.
 Standard Oil Company (Indiana)
 State National Bank
 Taft Broadcasting Company
 Texas Eastern Corporation
 Tracor, Inc.
 Transamerica Corporation
 Transco Energy Company

Union Mutual Insurance Company
 United Telecommunications, Inc.
 Victoria Bank and Trust Company
 Vulcan Materials Company
 The Wachovia Corporation
 Warner Electric Brake and Clutch Company
 Wausau Insurance Companies
 Western Bank
 The Williams Companies
 Wolverine World Wide, Inc.

SPECIAL PROJECTS

ACF Industries, Inc.
 AMF Incorporated
 Amfac, Inc.
 Abex Corporation
 Aeroquip Corporation
 Aetna Life and Casualty
 Air Products and Chemicals, Inc.
 Alberto-Culver Company
 Alexander & Baldwin, Inc.
 The Allen Group Inc.
 Allied Corporation
 Allstate Insurance Companies
 Aluminum Company of America
 Amcon Group, Inc.
 Amerace Corporation
 American Airlines, Inc.
 American Can Company
 American Cyanamid Company
 American Electric Power Company, Inc.
 American Express Company
 American Hoechst Corporation
 American International Group
 American Telephone and Telegraph Company
 American Thread Company
 Amsted Industries Inc.
 C.R. Anthony Company
 Arkansas Power & Light Company
 Armco Inc.
 Ashland Oil, Inc.
 Atlantic Richfield Company
 Avco Corporation
 Baldwin-United Corporation
 Baltimore Gas & Electric Company
 Bandag Incorporated
 Bank of America
 Bank of Mississippi
 Bank of the Southwest
 The Bankers Life
 Bankers Life Nebraska

Bankers Trust Company
 Bankers Trust Company, Hudson Valley, NY
 Barberg and Associates
 Battelle Memorial Institute
 Battle Creek Gas Company
 Baxter Travenol Laboratories, Inc.
 Bell of Pennsylvania
 Bell Laboratories
 The Bendix Corporation
 Berkshire Life Insurance Company
 Best Products
 Bethlehem Steel Corporation
 Bird & Son, Inc., and Bird Machine Company, Inc.
 Blount, Inc.
 The Boeing Company
 Boise Cascade Corporation
 Borg-Warner Corporation
 The Boston Globe
 Bristol-Myers Company
 British Aerospace Inc.
 The Broadview Savings and Loan Company
 Brown Group Inc.
 Brunswick Corporation
 Bucyrus-Erie Company
 Burlington Industries, Inc.
 Burndy Corporation
 Burroughs Wellcome Co.
 Butler Manufacturing Company
 CBS, Inc.
 CIGNA Corporation
 The CNA Insurance Companies
 CSX Corporation
 Cabot Corporation
 Caesars World, Inc.
 Cal Gas Corporation
 California and Hawaiian Sugar Company
 Campbell Soup Company
 Carolina Telephone and Telegraph Company
 Carpenter Technology Corporation
 Carter Hawley Hale Stores, Inc.
 Centerre Bank N.A.
 Central Pacific Corporation
 Central Soya Company, Inc.
 Champion International Corporation
 Champion Products Inc.
 Charter Medical Corporation
 The Chase Manhattan Bank, N.A.
 Chemical Bank

Chesapeake and Potomac Telephone Company
 Chesebrough-Pond's Inc.
 Chevron U.S.A. Inc.
 Chioke International Corporation
 Chrysler Corporation
 Chubb Life Insurance Company of America
 Cincinnati Bell, Inc.
 Cincinnati Gas & Electric Company
 Citibank, N.A.
 Citizens Savings Bank and Citizens Trust Company
 Citizens and Southern Georgia Corporation
 Clark Equipment Company
 The Clorox Company
 Coleman Company, Inc.
 College Point Savings Bank
 Compo Industries, Inc.
 Compton Advertising, Inc.
 Conoco Inc.
 Consolidated Aluminum Corporation
 Consolidated Food Corporation
 Consolidated Freightways, Inc.
 Consolidated Papers, Inc.
 The Continental Group, Inc.
 Continental Illinois National Bank and Trust Company
 Cooper Industries, Inc.
 Cooper Laboratories, Inc.
 Corning Glass Works
 The Covenant Insurance Group
 Crocker National Bank
 Crum and Forster
 Cummins Engine Company, Inc.
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 Douglas & Lomason Company
 Dow Corning Corporation
 Dresser Industries, Inc.

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 Emerson Electric Co.
 Emhart Corporation
 Esmark, Inc.
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 Evans Products Company
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 Exxon Corporation
 FMC Corporation
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 Federal-Mogul Corporation
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 First American Bank of Virginia
 First Bank Saint Paul
 First Bank of South Dakota, N.A.
 First Chicago Corporation/The First National Bank of Chicago
 First City National Bank of Houston
 First & Merchants National Bank
 First National Bank and Trust Company of Lincoln
 First National Bank in Little Rock
 The First National Bank of Boston
 First National Bank of Denver
 First National Bank of Princeton
 First Northwestern National Bank
 First Security Bank of Idaho
 Ist Source Corporation
 First Union Corporation
 First Virginia Bank of Tidewater
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 Ford Motor Company
 Foremost-McKesson, Inc.
 Fox Grocery Company
 Freeport-McMoRan Inc.
 Frisch's Restaurants Inc.
 Fruehauf Corporation
 H.B. Fuller Company
 GATX Corporation
 GTE Corporation
 Gannett Company, Inc.

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 General Felt Industries/Knoll International
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 General Mills, Inc.
 General Motors Corporation
 The General Tire & Rubber Company
 GenRad, Inc.
 Geosource, Inc.
 Gibbs & Hill
 The Gillette Company
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 Gould, Inc.
 The Grand Union Company
 Graniteville Company
 Grumman Corporation
 The Guardian Life Insurance Company of America
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 Gulf Resources & Chemical Corporation
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 Hanes Dye and Finishing Company
 Harper & Row, Publishers, Inc.
 Hart Schaffner & Marx
 Hawaiian Telephone Company
 The Heil Company
 H. J. Heinz Company
 Hershey Foods Corporation
 Hewlett-Packard Company
 Hexcel Corporation
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 Houston Lighting & Power Company
 Howell Corporation
 Huffy Corporation
 Hughes Tool Company
 Husky Oil Company
 The Idaho First National Bank
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 Indiana Bell Telephone Company
 IBM
 International Harvester Company
 International Minerals & Chemical Corporation
 International Multifoods Corporation
 International Paper Company
 International Telephone and Telegraph Corporation
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 Inter-Regional Financial Group, Inc.

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 Irving Trust Company
 Itek Corporation
 James River Corporation
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 Levi Strauss and Company
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 The Liberty National Bank and Trust Company
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 Eli Lilly and Company
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 Mark Controls Corporation
 The Marley Company
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 Masonite Corporation
 The Maytag Company
 McCormick & Company, Inc.
 McDermott Incorporated
 McDonald's Corporation
 McGraw-Edison Company
 McGraw-Hill, Inc.
 McNeil Corporation
 The Mead Corporation

Medtronic, Inc.
 Mellon Bank, N.A.
 Merchants Savings Bank
 Merck & Co., Inc.
 Metropolitan Life Insurance Company
 Michigan Bell Telephone Company
 Middlesex Mutual Assurance Company
 Midland Mutual Life Insurance Company
 Midland-Ross Corporation
 Minneapolis Star & Tribune Company
 Minnesota Mutual Life Insurance Company
 Missouri Public Service Company
 Mobil Oil Corporation
 Modine Manufacturing Company
 Monroe Auto Equipment Company
 Monsanto Company
 Morgan Guaranty Trust Company of New York
 Motorola Inc.
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 Mountaire Corporation
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 Mutual Benefit Life Insurance Company
 NCNB Corporation
 NL Industries, Inc.
 National Kinney Corporation
 National Life & Accident Insurance Company
 National-Standard Company
 New England Mutual Life Insurance
 New Jersey Bell Telephone Company
 New Jersey Natural Gas Company
 New York Life Insurance Company
 New York Telephone
 The New York Times Company
 Newsweek, Inc.
 Northeast Utilities Service Company
 Northern Indiana Public Service Company
 The Northern Trust Company
 Northwest Bancorporation
 Northwestern Bell Telephone Company, Inc.
 Northwestern National Bank of Minneapolis

Northwestern National Bank of St. Paul
 Norton Company
 Noxell Corporation
 Ogilvy & Mather
 Oglebay Norton Company
 Olin Corporation
 Omark Industries, Inc.
 Overhead Door Corporation
 PPG Industries, Inc.
 Paccar Inc.
 Pacific Mutual Life Insurance Company
 Pacific Northwest Bell Telephone Company
 Pacific Power & Light Company
 Pacific Telephone
 Paine, Webber, Jackson & Curtis Inc.
 Panhandle Eastern Corporation
 Pantasote Inc.
 Parisian Stores—Alabama
 Penn Central Corporation
 Penn Mutual Life Insurance Company
 J.C. Penney Company, Inc.
 Pennsylvania Power and Light Company
 Pennzoil Company
 Pentair, Inc.
 Peoples Energy Corporation
 PepsiCo, Inc.
 Pfizer, Inc.
 Philadelphia Life Insurance Company
 The Philadelphia National Bank
 Philip Morris Incorporated
 Phillips Petroleum Company
 Piedmont Aviation, Inc.
 Pillsbury Company
 Playboy Enterprises, Inc.
 Pogo Producing Company
 Polaroid Corporation
 Pope & Talbot, Inc.
 Portland General Electric Company
 Potlatch Corporation
 Potomac Electric Power Company
 Protective Corporation
 Provident Mutual Life Insurance Company of Philadelphia
 The Prudential Insurance Company of America
 RKO General, Inc.
 Rainier National Bank
 Ralston Purina Company
 Rea Magnet Wire Company, Inc.

Revco D.S. Inc.
 R.J. Reynolds Industries, Inc.
 Rhode Island Hospital Trust National Bank
 A.H. Robins Company
 Rock Island Refining Corporation
 Rohm and Haas Company
 Rohr Industries, Inc.
 Roper Corporation
 Rorer Group Inc.
 The Rouse Company
 Rubbermaid Incorporated
 Ruder Finn & Rotman, Inc.
 Rushmore Mutual Life Insurance Company
 Russ Togs Incorporated
 SCM Corporation
 SPS Technologies
 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
 Salt River Project
 Schering-Plough Corporation
 Scott Paper Company
 G.D. Searle and Company
 Seattle First National Bank
 Seattle Trust and Savings
 Sentinel Star Company
 Shaklee Corporation
 Shell Oil Company
 Sherex Chemical Company, Inc.
 Simmonds Precision Products, Inc.
 Simpson Timber Company
 Sonesta International Hotels Corporation
 Sonoco Products Company
 South Carolina National Bank
 South Central Bell Telephone Company
 Southeast Banking Corporation
 Southern California Gas Company
 Southwest Forest Industries, Inc.
 Southwestern Bell Telephone Company
 Springs Industries, Inc.
 Standard Oil Company (Indiana)
 The Standard Oil Company (Ohio)
 The Stanley Works
 State National Bank
 Steiger Tractor, Inc.
 Steiner Corporation
 J.P. Stevens & Company, Inc.
 The Superior Oil Company
 Sybron Corporation
 Syracuse Supply Company
 TRW Inc.

Taft Broadcasting Company
 Tandy Corporation
 Technicon Corporation
 The Telex Corporation
 Tenneco, Inc.
 Texaco, Inc.
 Texas Eastern Corporation
 Texfi Industries, Inc.
 Third National Bank and Trust Company
 3M
 Time Insurance Company
 Times Mirror
 Tosco Corporation
 Tracor, Inc.
 Transamerica Corporation
 Transco Energy Company
 Tyler Corporation
 UMC Industries, Inc.
 William Underwood Company
 Unigard Insurance Group
 Union Bank
 Union Carbide Corporation
 Union Electric Company
 Union Mutual Insurance Company
 Union Pacific Corporation
 United Airlines, Inc.
 United Bank of Denver, N.A.
 United Energy Resources, Inc.
 United Refining Company
 United States Gypsum Company
 United States Steel Corporation
 United States Tobacco Company
 United Technologies Corporation
 United Telecommunications, Inc.
 Universal Leaf Tobacco Company, Inc.
 The Upjohn Company
 Valley National Bank of Arizona
 Victoria Bank and Trust Company
 Warner Communications, Inc.
 Warner Electric Brake and Clutch Company
 Warner Lambert
 Washington Gas Light Company
 The Washington Post Company
 Wausau Insurance Companies
 Wells Fargo and Company
 Western Bank
 Westinghouse Electric Corporation
 Westmoreland Coal Company
 Westvaco Corporation
 Weyerhaeuser Company
 The Williams Companies
 Witco Chemical Corporation
 Wolverine World Wide, Inc.

Xerox Corporation
 Zale Corporation
 Zayre Corporation

MATCHING GIFTS

The Allen Group Inc.
 Allied Corporation
 American Express Company
 American Telephone and Telegraph Company
 American Thread Company
 Armco Inc.
 Atlantic Richfield Company
 Bank of America
 Bank of the Southwest
 Best Products
 Blount, Inc.
 The Boston Globe
 The Broadview Savings and Loan Company
 Brown Group Inc.
 Brunswick Corporation
 Bucyrus-Erie Company
 Butler Manufacturing Company
 CIGNA Corporation
 Carter Hawley Hale Stores, Inc.
 The Chase Manhattan Bank, N.A.
 Chemical Bank
 Chesebrough-Pond's Inc.
 Chubb Life Insurance Company of America
 Citibank, N.A.
 Citizens and Southern Georgia Corporation
 Clark Equipment Company
 The Clorox Company
 Consolidated Foods Corporation
 The Continental Group, Inc.
 Continental Illinois National Bank and Trust Company
 Cooper Industries, Inc.
 Cooper Laboratories, Inc.
 Corning Glass Works
 The Covenant Insurance Group
 Criton Corporation
 Datapoint Corporation
 Dayton Malleable Inc.
 Deluxe Check Printers, Inc.
 The Dexter Corporation
 Digital Equipment Corporation
 Donaldson, Lufkin and Jenrette, Inc.
 Douglas & Lomason Company
 Ebsco Industries, Inc.
 Emerson Electric Co.
 Emhart Corporation
 Equitable Life Assurance Society of the United States

Esmark, Inc.
 European American Bank
 Exxon Corporation
 Facet Enterprises, Inc.
 The Family Lines Rail System
 Federal-Mogul Corporation
 Fireman's Fund Insurance Companies
 First National Bank of Denver
 First Security Bank of Idaho
 1st Source Corporation
 Fisher-Price Toys
 Foremost-McKesson, Inc.
 Freeport-McMoRan Inc.
 GATX Corporation
 GenRad, Inc.
 B.F. Goodrich Company
 Gulf Oil Corporation
 Gulf Resources & Chemical Corporation
 Gulf + Western Industries, Inc.
 Harper & Row, Publishers, Inc.
 The Hartford Steam Boiler Inspection and Insurance Company
 H. J. Heinz Company
 Huffy Corporation
 Husky Oil Company
 The Idaho First National Bank
 Illinois Bell Telephone Company
 IBM
 International Minerals & Chemical Corporation
 Interpace Corporation
 Inter-Regional Financial Group, Inc.
 Iroquois Brands Ltd.
 Johnson & Johnson
 Kansas City Southern Industries, Inc.
 Kennametal, Inc.
 Kimberly-Clark Corporation
 Kirkpatrick Oil Company
 Kohler Company
 Koppers Company, Inc.
 La Grange State Bank
 Lear Siegler, Inc.
 Levi Strauss and Company
 Liberty National Bank & Trust Company of Louisville
 The Lincoln National Life Insurance Company
 Marsh and McLennan Companies, Inc.
 McCormick & Company, Inc.
 McDonald's Corporation
 McGraw-Edison Company
 McGraw-Hill, Inc.
 The Mead Corporation

Minnesota Mutual Life Insurance
 Company
 Mobil Oil Corporation
 Monsanto Company
 Montgomery Ward & Company,
 Inc.
 Morgan Guaranty Trust
 Company of New York
 Morton Norwich Products, Inc.
 Munsingwear, Inc.
 NCR Corporation
 NL Industries, Inc.
 New Jersey Bell Telephone
 Company
 The Northern Trust Company
 Northwestern Bell Telephone
 Company, Inc.
 Norton Company
 Ohio Bell Telephone Company
 PPG Industries, Inc.
 Penn Central Corporation
 Pennzoil Company
 PepsiCo, Inc.
 Pfizer, Inc.
 Phelps Dodge Corporation
 Philip Morris Incorporated
 Piedmont Aviation, Inc.
 Pillsbury Company
 Pogo Producing Company
 Polaroid Corporation
 Protective Corporation
 The Quaker Oats Company
 Rainier National Bank
 Rea Magnet Wire Company,
 Inc.
 Rexham Corporation
 R.J. Reynolds Industries, Inc.
 Rock Island Refining
 Corporation
 Rohm and Haas Company
 Rushmore Mutual Life Insurance
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 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
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 G.D. Searle and Company
 Security Pacific National Bank
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 TRW Inc.
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 Tandy Corporation
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 United States Gypsum Company
 United States Tobacco Company
 United Technologies Corporation
 United Telecommunications, Inc.
 Universal Leaf Tobacco
 Company, Inc.
 Valley National Bank of Arizona
 The Valspar Corporation
 Vulcan Materials Company
 Warner Communications, Inc.
 The Washington Post Company
 Westinghouse Electric
 Corporation
 Westvaco Corporation
 The Williams Companies
 Wisconsin Telephone Company
 Wolverine World Wide, Inc.
 Xerox Corporation
 Zale Corporation

IV

APPENDIX

METHODOLOGY

A universe of some 4,200 corporations was surveyed for the *Guide to Corporate Giving 3*, consisting of leading U.S. corporations with sales or net worth of \$100 million or more, and a small number of companies not included in that category which have participated in the *Guide* since its inception. Two types of questionnaires were used: For past *Guide* participants, a computer-generated questionnaire showing the company's most recent response to the survey was sent to each, with a request to make any changes or additions; all other companies were mailed a standard questionnaire. In both cases, a telephone follow-up was made to each company which did not respond.

Each of the companies included in the *Guide* chose to participate in the project. Although a small number of companies decided to repeat their previous listings, or to make minor modifications to their entries, in all cases the company verified that the information which appears in the *Guide* accurately reflects their current contributions program.

The remaining companies surveyed, for various reasons, elected not to be included. The most frequent reasons for not participating were cited by:

- Companies whose contributions had been severely limited or curtailed due to the financial strains of the weakened economy
- Companies which feel they receive too many questionnaires and surveys
- Companies concerned that participation generates too many contributions requests which do not fit their guidelines
- Companies concerned that participation would generate many more contributions requests than they would be able to consider fairly
- Companies revising contributions policies or setting up new programs that did not want to publish misleading or out-of-date information

- Companies that felt their participation would not be appropriate because their contributions were small or local in nature
- Companies that felt they could not accurately answer the questionnaire because they did not have a specific contributions policy.

A total of 711 corporations are participating in *Guide 3*, of which 462 are ranked by *Fortune* magazine in its ratings of top U.S. corporations. Of this total, 491 are repeat participants from *Guide 2*, while a substantial 220 companies are participating in the *Guide* for the first time.

The table below shows the number of companies surveyed and the number of *Guide 3* participants in each *Fortune* magazine ranking category:

Ranking Category	Number Surveyed	Number of Participants	% Response
Manufacturing			
Top 100	100	62	62%
Ranked 101-200	100	62	62%
Ranked 201-300	100	47	47%
Ranked 301-400	100	29	29%
Ranked 401-500	100	29	29%
Ranked 501-1000	500	93	19%
Diversified Services (top 50)	50	7	14%
Banking (top 50)	50	37	74%
Life Insurance (top 50)	50	29	58%
Diversified Financial (top 50)	50	21	42%
Retailing (top 50)	50	11	22%
Transportation (top 50)	50	12	24%
Utilities (top 50)	50	23	46%
All others	2811	249	9%
TOTAL	4161	711	17%

RELATED READING FROM ACA

ACA Update

Monthly news bulletin covering legislative activity relating to and affecting the arts. Also provides information on local, state and regional arts advocacy activities and other important aspects of the arts movement, plus a calendar of arts conferences and seminars.

American Arts

Bi-monthly magazine containing articles on significant arts events, problems, and national arts policy issues. Includes commentary by top arts critics, special features on major arts developments, case studies, and articles by national arts leaders and consultants.

Americans and the Arts

The single most important study ever done of how the American public feels about the arts. This 1980 survey provides a revealing look at what the public thinks about the arts *now*, and at the changes that have taken place over the last decade. Conducted by the National Research Center of the Arts, an affiliate of Louis Harris & Associates, for ACA and sponsored by Philip Morris Incorporated and the National Endowment for the Arts.

Effective Corporate Fundraising

by W. Grant Brownrigg

In clear, concise, easy-to-understand fashion, this book maps out a comprehensive strategy for conducting a corporate fundraising campaign that is systematic...and effective. These are proven-successful methods, used by the author to double the dollars from businesses and triple the number of contributors in one year. This book presents the basic steps in the corporate fundraising process: identify your market and analyze its needs; determine what you have to offer that market; develop a mechanism for reaching the market; and implement your strategy. Numerous charts, samples and an entire section of exhibits plainly demonstrates the resources you will need for your corporate fundraising campaign.

Financial Management for the Arts:

A Guidebook for Arts Organizations

by Charles A. Nelson and Frederick J. Turk

Financial Management for the Arts is designed specifically to help the nonprofit arts manager deal systematically with financial planning. It is intended especially for those organizations — with budgets of \$20,000 to \$200,000 — that are less likely to have personnel trained in all the complexities of financial management. This easy-to-understand guide is a wonderful primer for anyone who wishes to understand the rudiments of fiscal management. *Financial Management for the Arts* features sections on: planning and budgeting; fund accounting; cash management; and financial organization.

Helping People Volunteer

by Judy Rauner

Shows an organization leader how to help people volunteer effectively. Filled with practical ideas that tell managers how to recruit, interview, place, train, supervise and evaluate their volunteer staff. Designed for the administrator pressed for time. *Helping People Volunteer* is well organized for quick overview reading. Easy for user to follow up with selection of chapters appropriate for his particular program. Workbook format makes implementation of volunteer program efficient and effective.

Live the Good Life!

Creating a Human Community Through the Arts

by Wolf Von Eckardt

Provocative and entertaining, *Live the Good Life!* places the arts into the perspective of everyday life and reminds us that public investment in the public happiness is not a devilish new deal of modern invention. *Live the Good Life!* offers a compelling and well-developed rationale for comprehensive planning and support of culture. It is an ideal resource for community development offices and arts advocates.

Money Business: Grants and Awards for Creative Artists

This one volume, published by The Artists Foundation, supplies data on 279 organizations that yearly award over 3,500 grants worth more than \$13,500,000. Organized for easy reference, *Money Business* gives detailed information on: awards; value of the award; eligibility; and how and when to apply. A unique index cross references the listings by artistic disciplines, helping to pinpoint the awards suited to you. Thousands of awards, available each year, assist painters, printmakers, poets, playwrights, photographers, fiction writers, film makers, choreographers, craftspeople, composers, musicians, sculptors and video artists.

United Arts Fundraising

Annual analysis of some 50 federated arts fund drives across the country. Includes solicitation procedures, dollars received, sources of funds, allocation of funds, and costs.

United Arts Fundraising Manual

Seven directors, all from leading united arts funds, share

their expertise on the organization and execution of a federated campaign. Collectively their organizations have raised over \$15,000,000. *United Arts Fundraising Manual* includes a detailed analysis of: how to establish a united arts fund; how to start the campaign as well as the basic principles to follow; how to establish the procedures for allocations to the arts organizations; and how to establish campaign materials that work.

United Arts Fundraising Policybook

Contains a copy of the bylaws, policies, and procedures from thirteen large and small united arts funds around the country. Provides examples for people interested in setting up a united arts fund or improving an existing one.

For further information or complete catalogue of ACA publications write, American Council for the Arts, Department P, 570 Seventh Avenue, New York, NY 10018.

ABOUT ACA

The American Council for the Arts addresses significant issues in the arts by promoting communication, management improvement, and problem-solving among those who shape and implement arts policy.

ACA currently accomplishes this by:

- fostering communication and cooperation among arts groups and leaders in the public and private sectors;
- promoting advocacy on behalf of *all* the arts;
- sponsoring research, analysis, studies;
- publishing books, manuals, *American Arts* magazine and *ACA Update* for leaders and managers in the arts;
- providing information and clearinghouse services;
- providing technical assistance to arts managers and administrators.

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